NPN

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The following list comprises some of the category heads and subheads used in this index. IN ADDITION TO THESE, companies, associations, agencies, and a few names are listed under the individual name of the group or person.

	Page
Acquisition	1
Ahead of the News	1
American Petroleum Institute	2
Antitrust	2
Associations	3
Automotive	3
Car Care	4
Bulk Plants & Terminals	4
Car Washing	5
Catching Up	5
Commission Agents	9
Competition	9
Convenience Stores	10
Corrections	10
Costs	11
Cover Stories	11
Credit & Credit Cards	12
Crude Oil	12
Diversification	12
Divestitute	12
Drilling	13
Energy	13
EPA	14
Equipment	14
Expansion	14
FEA	15
Financial	16
Fuel Oil	16
Gasoline	17
Government	18
Highways	19
Illegal Contributions	19
Internal Revenue Service	20
Jobber Operations	20
Legal Tips for Marketers	21
Legislation	22
Letters to the Editor	22
Lubricants, Lubrication	22
Management	23
Marketers' Tax Corner	23
Marketing	23
Private Branders	24
Merchandising, Advertising & Promotion	24
Metric System	25
Motor Oil	25
Natural Gas	26
Net Profit	26
NPNotes and Opinion	27
Oil Burners & Other Heating Equipment	27
Operations/Equipment	27
Opinion	28
Pipes, Pipelines	29
Pollution, Pollution Control	29
Prices & Pricing	30
Refining, Refineries	31
Regions	
East	32
Midwest	32
Southeast	32
Southwest	33
West	33
Self Service	34
Service Station	34
Shortage	35
Supply & Demand	36
Taxes	37
Tie Ins	38
Tires, Batteries & Accessories	38
Trucks, Trucking	38
Utilities	39
Vapor Recovery	39
Washington	40
York Oil Co.	41

Notes: 1. Asterisk before certain items indicates article length of one or more pages.

2. The NPN Factbook, a statistical and reference yearbook published in mid-May, is not included in this index.

AC-DELCO
AC-Delco enters race with maintenance-free battery. Jan-68
Auto aftermarket sales reported to be gaining. Jan-68

ACQUISITIONS
Meenan extends market area, pix. Mar-14-regions
Pasco Inc.'s Sinclair, Wyo., refinery, pipeline, and marketing facilities, have been purchased by Little America Refining Co., Cheyenne, Wyo., for $72-million. Apr-11
Chemtech buys Quickheet. Apr-24-regions
May Startup for Hercules. May-9
Room at the Top. May-9
Meenan Buys Burke. May-16
Mary Hudson Has a Toehold On Midland Co-op's Refinery, pix. May-31
Armour Oil, San Diego, Calif., largest independent oil marketers in Hawaii, has sold all of its properties there--a bulk plant, and six "Armour" brand stations--to Powerine Oil, Santa Fe Springs, Calif. June-11
A.O. Smith, Milwaukee, Wis., has sold its entire meter-systems division, located in Erie, Pa., to Geosource Inc., of Houston, Tex. June-11

ADDITIVES
Moly oil additive offered. Apr-72

ADVERTISING AGE
TV Commercials Cited. June-76

AHEAD OF THE NEWS
Day and night price changes. Jan-9
Demand to increase. Jan-9
Utility breakthroughs. Jan-9
Tight fits coming. Jan-9
Speedup for Getty. Jan-9
Private-brand nightmares. Jan-9
Vapor-recovery action. Jan-9
Mileage dithers. Jan-9
Tires bounce back. Jan-9
Gulf upheaval: More to come? Feb-9
Tipoff: Shell Oil has acquired a large-gallonage 7-Eleven convenience store account from Southland Corp., Dallas. Checkback: Shell said it is still negotiating with Southland Corp., Dallas. contract has been signed yet." Feb-9

AHEAD OF THE NEWS (Continued)
More Conoco changes. Feb-9
Margins Plummet. Feb-9
Co-op expansion. Feb-9
Antitrust exemptions killed. Feb-9
Credit-card privacy. Feb-9
PSC fights back. Feb-9
Outside experts for API. Feb-9
New life for FEA. Mar-9
Caveat marketer. Mar-9
Private-brand switch. Mar-9
Stiffer Midwest competition? Mar-9
Corco realignment. Mar-9
Tosco ready to move. Mar-9
Vapor troubles mounting. Mar-9
Sun name change. Mar-9
Mobil denies pullout. Apr-9
Sun christens companies. Apr-9
Spin-off for Arco? Apr-9
Fuel oil's fighting back. Apr-9
Coastal's Hercules bid. Apr-9
New look for Phillips. Apr-9
Court fights ahead. Apr-9
Grocery tie-ins growing. Apr-9
Jobbers in Socal's future? Apr-9
Small Marketers Oppose Divestiture. May-9
Unleaded Gasoline Shortage? May-9
May Startup for Hercules. May-9
Atlantic Oil Looks Good. May-9
Disgruntled Texaco Jobbers. May-9
Gasoline Demand Skyrocketing. May-9
Moratorium Replacing Divestiture? May-9
Room at the Top. May-9
Trade-Show Dilemmas. June-9
Ohio's decision to legalize self-serve gasoline stations reduces the number of holdouts to four. June-9
Tax Boomerang. June-9
Sun-Less Distillates. June-9
Expansion denied. June-9
Booming Oil Business. June-9
June Trial for Southern Brokers. June-9
Age-Bias Suit Invites Attention. June-9
Pollution Precedent-Setter? June-9

AIR POLLUTION
(see Pollution)

HARVEY ALLEN
Polisher doubles Harvey Allen's wax income. Jan-53

ALLOCATION
Some gasoline marketers who live by the "low markup" law believe "we haven't seen anything yet" compared to what may come over the next few months if FEA fully lifts price and allocation controls "beyond the refinery gate." Feb-5
FEA has rescinded a provision giving limited antitrust immunity to oil firms meeting or communicating with each other to comply with allocation and price-control laws. Mar-11
*End controls, industry tells FEA. Apr-33

ALTERNATE FUELS
U.S.-made diesel cars coming? Ashland gets ready by testing fuels, pic. Jan-18-regions
Gasohol (hic!) sales boom. Mar-20-regions
An article in the current issue of Chemtech, monthly publication of American Chemical Society, says existing methods of converting coal to gas to methanol can be carried "all the way to high-octane gasoline in one relatively small step." Apr-11
Whatever happened to Coleman Oil's tire store. Apr-12
Test of Hydrogen-Powered Bus Launched, pic. June-57
Next Step: Fuel from Water? June-57

AMERADA HESS
Will FEA add or subtract controls to end Hess's entitlements advantage? Apr-33

AMERICAN GAS ASSOCIATION
A Tennessee Inventor has claimed that American Gas Assn.'s refusal to certify an inexpensive, automatic fuel-vent damper prevented him from marketing it. May-11

API
*O & E group looks into vexing problems. Jan-66
Outside experts for API. Feb-9
API debunks claims made by author of "Supership". Feb-72

API (Continued)
API's annual drilling report said that domestic production declined again in 1975 even though the number of wells drilled increased from 31,600 in 1974 to 37,600 last year. Mar-11
Even though 17.5% more wells were drilled in 1975, proved reserves of crude oil and natural gas continued their downward trend. May-11

AMERICAN PUBLIC GAS ASSN.
American Public Gas Assn. stirred up another tempest in Washington by calling on 28 Senators to refrain from voting on natural-gas deregulation proposals "until the question of (possibly) illegal campaign contributions is resolved." Apr-11

AMERICAN SOCIETY FOR TESTING & MATERIALS
ASTM gets involved in spill-control systems. Jan-67

AMOCO
Special maps issued. Jan-51
Latest major to test out the tire-store concept of marketing is Amoco Oil Co. June-11

ANTITRUST
Antitrust exemptions killed. Feb-9
Clark Oil & Refining has settled two class-action antitrust suits that may cost it as much as $2-million. Feb-11
FEA has rescinded a provision giving limited antitrust immunity to oil firms meeting or communicating with each other to comply with allocation and price-control laws. Mar-11
Florida authority upheld. Mar-16-regions
With uncharacteristic candidness, Justice Dept. has abandoned a 10-year effort to make monopoly charges stick against Goodyear and Firestone. Apr-11
Criminial antitrust charges against Exxon, Gulf, and Mobil were thrown out of court recently by a New York judge. May-11
Watch Out! Metric Cooperation Could Be Antitrust Poison. June-12
Antitrust Case to Continue. June-14

ARMOUR OIL
Armour Oil, San Diego, Calif., largest independent oil marketers in Hawaii, has sold all of its properties there--a bulk plant, and six "Armour" brand stations--to Powerine Oil, Santa Fe Springs, Calif. June-11

TRUMAN ARNOLD
*How Superjobber Reorients Agents; Truman Arnold, Arnold Distributing Co., Texarkana, Tex., pic. May-39
Old and New Heads of Agency Like New Setup, pix. May-41

ASHLAND OIL
U.S.-made diesel cars coming? Ashland gets ready by testing fuels, pic. Jan-18-regions
Atlantic Richfield and The Oil Shale Corp. have dropped out of a four-way partnership with Shell and Ashland Oil in the development of a 5,100-acre tract of oil shale in northwestern Colorado. Feb-11

ASSOCIATED RETAIL DEALERS INC.
Encouraged by Petroleum Retailers Assn. of Colorado, some of its members have formed a cooperative to buy their own stations and negotiate directly with major oil companies for product at a discount. Jan-11

ASSOCIATIONS
*Low margins worry PMEF attendees, pix. Jan-32
*O & E group looks into vexing problems. Jan-66
*How equipment jobbers can get sharper with modern tools. Jan-66
Anxiety mixed with optimism pervaded Mississippi private-branders meeting. Apr-26
Jobbers are an endangered species, speakers tell IOMA convention, pix. Apr-27
*Aftermarket recovery: Here to stay?, pix. Apr-104
NPRA Sees Tightening Supply. May-10
New group forms. May-20
*Controls Force Illinois Jobbers to Scout for Competitively Priced Supply, pix. May-20

ASSOCIATIONS (Continued)
Rumors of Further Supplier Pullbacks Ruffle Upper Midwest Jobbers. May-24
NWPA Jobbers Name Goerss New President, pic. May-78
Smith Re-Elected President of Illinois Marketers, pic. May-78
*San Antonio's Siesta Setting Pervaded By 'Air of Panic' Among Texas Jobbers. June-28

ATLANTIC RICHFIELD CO.
Utility breakthroughs. Jan-9
Arco terminals for sale? Jan-18-regions
How Arco says it plans to market after federal controls are gone. Jan-24-regions
Atlantic Richfield and The Oil Shale Corp. have dropped out of a four-way partnership with Shell and Ashland Oil in the development of a 5,100-acre tract of oil shale in northwestern Colorado. Feb-11
Stiffer Midwest competition? Mar-9
Spin-off for Arco? Apr-9
Dealers tour new facilities, pix. Apr-72
Dealers Adopt Arco Ancillary Businesses, pic. June-20
*ARCO Finds 'Most Economical Canopy', pic. June-58
Babikian Succeeds Walsh at ARCO, pix. June-83

AUTOMATION
Day and night price changes. Jan-9
Texas 'key-club' hit. Feb-24-regions

AUTOMOTIVE
Mileage dithers. Jan-9
Accidents at 55 mph. Jan-16-regions
U.S.-made diesel cars coming? Ashland gets ready by testing fuels, pic. Jan-18-regions
Auto aftermarket sales reported to be gaining. Jan-68
Sears Roebuck & Co. is reported to be testing mobile automobile tuneup service in Chicago. Feb-11
A Honda CVCC with a 91-cubic inch engine and manual transmission is the new gasoline-mileage leader of 1976 model cars. Feb-11
Cutting car use. Feb-29-regions
Catalyst-equipped cars may be hazardous. Feb-90

AUTOMOTIVE (Continued)
GM issues warning on 'overheated' converters. Feb-91
Carmakers use more plastic for lighter cars. Apr-92
Washer pumps: Profitable new replacement market. Apr-103
*Aftermarket recovery: Here to stay?, pix. Apr-104
DOT Studying Idea of Fuel-Flow Meters in New, Used Automobiles. May-74
Runflat Tire or Temporary Spare is Sought, pic. May-86
Environmental Protection Agency has suspended its 1979 target date for the issuance of sulfuric-acid standards for automobile exhaust emissions. June-11
Congress says Environmental Protection Agency is dragging its feet in recalling 2.3-million cars that violate air pollution standards. June-11
Clean-Air Law Could Take Business from Stations. June-36
NHTSA Keeps 'Leeway' In Tow-In Specs. June-68
Maintenance Tip: Check Manifold Heat Valve. June-68
Dealer Rates A/C No. 2 Moneymaker, pic. June-89
*Auto Air Conditioning: A Booming Service Opportunity, graph, charts, pic. June-86

Car Care
*Do-it-yourself TBA trend: What it means to oil, pix, cahrt. Jan-78
BP Autoshop: successful, but..., pic. Jan-78
*How Shell views company-, dealer-operated self-repair, pic. Jan-31
*Profits come slowly, do-it-yourself garage owner learns, pic. Feb-89
*Tuneup: How new engine systems are affecting a top moneymaker, pix, chart. Mar-124
Champion: systematic tuneup saves fuel. Apr-92
*New Chain Offers $36 Tuneup, pic., chart. May-85
National 'Car Care' Week Scheduled for May 16-22. May-86
Monroe Introduces New 'Oil-Saving' Filter. May-86

AUTOMOTIVE SERVICE INDUSTRY ASSN. (ASIA)
*Aftermarket recovery: Here to stay?, pix. Apr-104

G.H. BABIKIAN
Babikian Succeeds Walsh at ARCO, pix. June-83

BARNEY AND STEVE BROWN
*How C-Stores Can Help Sick Stations, pix. May-59

BELCHER OIL
Refinery plans. Mar-12
Pittston Co. and Belcher Oil are planning to merge if all the essential shareholder, director, and legal approvals can be obtained. May-11

BOTTOM LOADING
Bottom loading boosts efficiency at Gulf Canada terminal, pic. Mar-60

BP CANADA
*How BP Canada's facelifted stations sell more gasoline, pix. Mar-48

BP OIL CORP.
BP Autoshop: successful, but..., pic. Jan-78
*BP Oil trains Gas & Go managers in how to reduce robberies at stations. Feb-20-regions

BULK PLANTS & TERMINALS
Arco terminals for sale? Jan-18-regions
Bottom loading boosts efficiency at Gulf Canada terminal, pic. Mar-60
*Renovation to meet pollution rules cost Tom Rabe $60,000. Mar-60
How mini fire trucks give in-plant protection, pic. Mar-61
Capacity to double. Apr-18-regions
*Why jobber expects 10-year payout of renovated terminal, pix. Apr-68

RUSS H. BUNN
Dealer Rates A/C No. 2 Moneymaker, pic. June-89

BURKE FUEL & HEATING CO.
Meenan Buys Burke. May-16-regions

BURMAH OIL LTD.
Co-op expansion. Feb-9

BUREAU OF LABOR STATISTICS
*Lundberg questions BLS price data, graphs. Jan-31

CALIFORNIA AIR RESOURCES BOARD
Vapor recovery authority. May 16-regions
EPA, California Agree on Some Vapor-Recovery Rules, Disagree on Others. June-71

CAR WASHING
*Auto polishers: Wash profit builder?, pix. Jan-53
Polisher doubles Harvey Allen's wax income. Jan-53

HUGH CAREY
New York's Gov. Hugh Carey has been cleared of suggestions that he had attempted to influence the Commerce Dept. to grant export licenses favoring New England Petroleum Corp.'s Grand Bahamas refinery. Apr-11

CASEY'S GENERAL STORES INC.
*C-Store/Self-Serve Mix Makes It in Snow Belt, pic. May-61

CATCHING UP
A high-level oil-company executive remarked privately recently that majors want to see marketing divorced from other segments of the industry "but they'll fight any attempt by Congress toward divestiture." Jan-11

CATCHING UP (Continued)
Federal Energy Administration has decided to retain the 3¢-gal. nonproduct cost allowance on gasoline. Jan-11
Steuart Petroleum, Washington, has lost another round in its lengthy fight to build a $160-million refinery at Piney Point, Md. Jan-11
Minnesota, where product supply was a serious problem two years ago, may have had the lowest gasoline prices in the nation in November. Jan-11
An environmental impact statement drafted by FEA says implementation of the proposed National Gas Emergency Standby Act would probably lead to increased air pollution. Jan-11
New England Petroleum Corp. has sued Federal Energy Administration to get another $10.8-million worth of entitlements for residual fuel-oil. Jan-11
Lundberg Survey's latest count of retail service stations indicates the national total is now 200,000-down 11.6% from the peak of 226,300 recorded in 1972. Jan-11
Legislation restricting the right of oil companies to terminate service-station leases in Pennsylvania has been signed into law by Gov. Milton Shapp. Jan-11
An interagency panel--one of eight Ford Administration task forces--has recommended imposition of a 10¢ gal. increase in gasoline taxes over the next decade. Jan-11
IRS has again rejected a formal request from the state of Delaware for a joint audit of Getty Oil's Eastern Operations. Jan-11
Encouraged by Petroleum Retailers Assn. of Colorado, some of its members have formed a cooperative to buy their own stations and negotiate directly with major oil companies for product at a discount. Jan-11
A report that UCO Oil's deal to buy Gulf Oil's Hercules, Calif., refinery is all but dead prompted company officials to respond otherwise. Jan-11
Clark Oil & Refining has settled two class-action antitrust suits that may cost it as much as $2-million. Feb-11
Sears Roebuck & Co. is reported to be testing mobile automobile tuneup service in Chicago. Feb-11

CATCHING UP (Continued)

A Honda CVCC with a 91-cubic inch engine and manual transmission is the new gasoline-mileage leader of 1976 model cars. Feb-11

Federal court in Washington has refused to halt publication and distribution of a FEA book that allegedly promotes deregulation of natural gas. Feb-11

Phillips Petroleum and Douglas Oil have been fined $50,000 each after pleading no contest to federal charges of price-fixing on rebrand gasoline... Feb-11

Atlantic Richfield and The Oil Shale Corp. have dropped out of a four-way partnership with Shell and Ashland Oil in the development of a 5,100-acre tract of oil shale in northwestern Colorado. Feb-11

A vacuum-assist Stage 2 vapor-recovery unit did some strange things in San Diego, Calif., recently. Feb-11

Another tradition has failed in the struggle to manage surplus gasoline. Feb-11

Uniroyal is anticipating a good year for the tire industry. Feb-11

To meet requirements of the Federal Water Control Act, oil companies are expected to spend $971-million by 1977. Feb-11

Make sure you read the fine print in vending-machine contracts, warns N.K. Zarwin, legal counsel of Pennsylvania Service Stations Dealers Assn. Feb-11

New York's Court of Appeals has dismissed two civil suits accusing Mobil Oil of price discrimination. Feb-11

Charles River Associates, Cambridge, Mass., believes the U.S. could cut its imports of foreign oil by an amount equal to its imports of oil from the Arab nations by raising the price of gasoline 40¢ gal. Feb-11

Standard Oil Co. (Ohio) supply planning manager D.O. Maxwell believes that a proposed rule change by FEA could, all by itself, create spot gasoline shortages this summer. Mar-11

The impact of federal environmental controls on plant closings and unemployment has been less severe than critics of such controls claim, according to Environmental Protection Agency deputy administrator John R. Quarles. Mar-11

CATCHING UP (Continued)

Omega Oil Co., Dayton, Ohio, has purchased 12 service stations from Standard Oil (Ohio) in another phase of Sohio's court-mandated divestiture of 400-million gal. annually. Mar-11

Colorado Oil & Gas, a subsidiary of Coastal States Gas Co., has changed its name effective Feb. 1 to Derby Refining. Mar-11

Political Note: Asked what he would do, as President, if OPEC hiked its crude-oil prices again, Republican Presidential aspirant Ronald Reagan said: "I don't have an answer to that now." Mar-11

FEA has rescinded a provision giving limited antitrust immunity to oil firms meeting or communicating with each other to comply with allocation and price-control laws. Mar-11

Getting ready for the day when exploratory drilling will start off the Atlantic Coast, 16 oil companies have set up an emergency unit to clean up oil-spill accidents. Mar-11

FEA has adopted "final" crude-oil pricing regulations that will remain in effect until May 31, 1979. Mar-11

Marathon Oil Co. became the 13th major company to provide support for PMEF. Mar-11

Civil suits totaling more than $1.4-million have been filed by the state of Texas against Gulf Oil Corp. and Phillips Petroleum Corp. for allegedly making illegal campaign contributions in that area. Mar-11

API's annual drilling report said that domestic production declined again in 1975 even though the number of wells drilled increased from 31,600 in 1974 to 37,600 last year. Mar-11

District court in Washington, D.C. has transferred the case of Dr. Armand Hammer, septagenarian chairman of Occidental Petroleum Corp., to Los Angeles because he is ill there with a serious heart condition. Mar-11

An eight-fold increase in re-refined lube oil. Mar-11

Texaco is reported by jobber sources to have issued a policy of "no further allowances" for commercial-type business such as big car washes. Apr-11

CATCHING UP (Continued)

A rhubarb between jobber and dealer spokesmen has developed over jobber pricing at their direct retail stations. W.H. Ligon, managing director of Texas Service Station Assn., says two letters from National Oil Jobbers Council president Jack Pester on the subject contain"many inaccurate statements." Apr-11

Pasco Inc.'s Sinclair, Wyo., refinery, pipeline, and marketing facilities, have been purchased by Little America Refining Co., Cheyenne, Wyo., for $72-million. Apr-11

American Public Gas Assn. stirred up another tempest in Washington by calling on 28 Senators to refrain from voting on natural-gas deregulation proposals "until the question of (possibly) illegal campaign contributions is resolved. Apr-11

Because Wisconsin jobbers are selling on a jobber tankwagon basis that equates to 6¢ to 10¢ gal. price differential at the pump when compared to those selling at pump rack prices, Wisconsin Petroleum Assn. wants suppliers to resume temporary jobber and dealer allowances. Apr-11

Correction: In the February issue, the last item in column 1 on page 11 mistakenly identified a Stage 2 vapor-recovery unit as a vacuum-assist unit. It was a vapor-balance unit, California authorities have advised NPN. Apr-11

With uncharacteristic candidness, Justice Dept. has abandoned a 10-year effort to make monopoly charges stick against Goodyear and Firestone. Apr-11

Exxon now has about 250 total self-service stations among its approximately 9,500 owned and leased retail units. Apr-11

In anticipation of the sale of its Cushing, Okla., refinery, Midland Cooperatives has sent a required six-month notice to union employees. Apr-11

Gulf Oil wants its money back from the politicians who received illegal campaign contributions over a 14-year period. Apr-11

CATCHING UP (Continued)

New York's Gov. Hugh Carey has been cleared of suggestions that he had attempted to influence the Commerce Dept. to grant export licenses favoring New England Petroleum Corp.'s Grand Bahamas refinery. Apr-11

An article in the current issue of Chemtech, monthly publication of American Chemical Society, says existing methods of converting coal to gas to methanol can be carried "all the way to high-octane gasoline in one relatively small step." Apr-11

Texaco says five-year contracts will be offered to nearly 1,000 wholesale distributors throughout the country. May-11

Pittston Co. and Belcher Oil are planning to merge if all the essential shareholder, director, and legal approvals can be obtained. May-11

Mobil Oil is going nationwide with its synthesized automotive-engine lubricant. May-11

Getty Oil's on the market with an unleaded regular-grade gasoline. May-11

Criminal antitrust charges against Exxon, Gulf, and Mobil were thrown out of court recently by a New York judge who said they "merely took advantage of a good thing...and that's not a crime." May-11

A Tennessee Inventor has claimed that American Gas Assn.'s refusal to certify an inexpensive, automatic fuel-vent damper prevented him from marketing it. May-11

Environmental Protection Agency says most service stations are complying with requirements that they carry at least one grade of unleaded gasoline. May-11

McKee Petroleum Corp., Phoenix, Ariz., is reportedly preparing for a new start in Milwaukee, Wisc. May-11

Authorship of an "energy fable" that ultimately wound up as a Federal Energy Administration public relations pamphlet had some members of the House Commerce subcommittee on energy in a tizzy last month. May-11

For illegally concealing $54,000 in contributions to the 1972 re-election campaign of former President Richard M. Nixon, Occidental chairman Armand Hammer has been fined $3,000 and placed on probation for one year. May-11

CATCHING UP (Continued)

Witco Chemical Co. has sold 52 service stations to United Refining Co. May-11

Even though 17.5% more wells were drilled in 1975, proved reserves of crude-oil and natural gas continued their downward trend. May-11

So strongly is Texaco opposed to divestiture legislation that it carried its campaign to consumers. May-11

U.S. Coast Guard, in an advance notion of proposed rule-making, indicates that it may get involved in vapor-recovery in transfer operations... May-11

If lab and field tests of a new Stage 2 vapor-recovery concept confirm the inventor's claim, secondary vapor-recovery units (conversion or incineration) at service stations may not be necessary. May-11

Environmental Protection Agency is not necessarily holding out for vacuum-assist equipment as the only way to meet Stage 2 vapor-recovery requirements. June-11

The latest convenience food chain to get underway and also get into self-service gasoline is Dairy Farmer, a division of Barn & Silo Stores Inc. June-11

Heading off what could have been a serious inventory problem this summer, Federal Energy Administration has scuttled a regulation that would have prohibited refiners from banking nonproduct costs for longer than 60 days. June-11

A tough bill to protect retail dealers "from arbitrary decisions by large suppliers" has been signed into law by Massachusetts Gov. Michael Dukakis. June-11

Gulf Oil has expanded the marketing-equipment line that raised the hackles of Petroleum Equipment Institute members about two years ago to include gasoline transports and fuel-oil delivery trucks. June-11

Environmental Protection Agency has suspended its 1979 target date for the issuance of sulfuric-acid standards for automobile exhaust emissions. June-11

Sun Oil Co. henceforth will be known as Sun Co. June-11

CATCHING UP (Continued)

Congress says Environmental Protection Agency is dragging its feet in recalling 2.3-million cars that violate air pollution standards. June-11

Have a care even if decontrol of distillates and gasoline comes later this summer, warns Empire State Petroleum Assn. general counsel Sam Borenkind. June-11

Latest major to test out the tire-store concept of marketing is Amoco Oil Co. June-11

Armour Oil, San Diego, Calif., largest independent oil marketers in Hawaii, has sold all of its properties there--a bulk plant, and six "Armour" brand stations--to Powerine Oil, Santa Fe Springs, Calif. June-11

Oil marketers can now reallocate increased product costs from propane, heating oil, and aviation jet fuel to gasoline, under a recent Federal Energy Administration ruling. June-11

A.O. Smith, Milwaukee, Wis., has sold its entire meter-systems division, located in Erie, Pa., to Geosource Inc., of Houston, Tex. June-11

In its ongoing divestment program, Getty Oil reported it disposed of 116 "marginal properties" last year for $12.5-million. June-11

CATALYTIC CONVERTERS

Catalyst-equipped cars may be hazardous. Feb-90

GM issues warning on 'overheated' converters. Feb-91

CF PETROLEUM

Stiffer Midwest competition? Mar-9

CHAMPION SPARK PLUG CO.

Champion: systematic tuneup saves fuel. Apr-92

CHARLES RIVER ASSOCIATES

Charles River Associates, Cambridge, Mass., believes the U.S. could cut its imports of foreign oil by an amount equal to its imports of oil from the Arab nations by raising the price of gasoline 40¢ gal. Feb-11

SAM CHARLTON
Sendoff for Sam, pic. Mar-121

CHEMTECH INDUSTRIES
Chemtech buys Quickheet. Apr-24-regions

CITGOMARTS
Cities Service Oil Co. has terminated its experiment with catalog sales merchandising at gasoline outlets. Feb-12

CITIES SERVICE OIL CO.
Cities Service Oil Co. has terminated its experiment with catalog sales merchandising at gasoline outlets. Feb-12
*It's time to change passthrough structure, pic. Apr-39

CLARK OIL & REFINING CORP.
Clark Oil & Refining has settled two class-action antitrust suits that may cost it as much as $2-million. Feb-11
Clark's unleaded premium test. Mar-12

COAL
An article in the current issue of Chemtech, monthly publication of American Chemical Society, says existing methods of converting coal to gas to methanol can be carried "all the way to high-octane gasoline in one relatively small step." Apr-11

COAST GUARD
U.S. Coast Guard, in an advance notion of proposed rule-making, indicates that it may get involved in vapor-recovery in transfer operations... May-11
USCG May Get Involved In Vapor-Recovery Rules. June-73

COASTAL STATES GAS CO.
Colorado Oil & Gas, a subsidiary of Coastal States Gas Co., has changed its name, effective Feb. 1, to Derby Refining. Mar-11
Coastal's Hercules bid. Apr-9
May Startup for Hercules. May-9

COLEMAN OIL
Coleman Oil's tire store. Apr-12

COLLEGE CAR WASH
Polisher doubles Harvey Allen's wax income. Jan-53

COLORADO OIL & GAS
Colorado Oil & Gas, a subsidiary of Coastal States Gas Co., has changed its name effective Feb. 1, to Derby Refining. Mar-11

COMMISSION AGENTS
Conoco agents sue. Feb-24-regions
*How to Write Commission Dealer Contracts. May-34
*How Superjobber Reorients Agents; Truman Arnold, Arnold Distributing Co., Texarkana, Tex., pic. May-39
Old and New Heads of Agency Like New Setup, pix. May-41
Kyso to continue agents. June-14-regions

COMMONWEALTH OIL REFINING CO. INC.
Corco realignment. Mar-9

COMPETITION
Product glut fosters sharp price competition to move gasoline, fuel oil. Jan-20-regions
Stiffer Midwest competition? Mar-9
*Majors begin to battle back to regain gallonage as prices continue to slide, chart. Mar-16-regions
The oil industry, especially the marketing segment, has had all sorts of ammunition in recent months to prove its position to American consumers that free enterprise competition in the marketplace is how they get low gasoline prices. Unfortunately, not much has been done. Apr-5
Competition opposed. Apr-21-regions
*How Phoenix marketers are developing low-margin, high-volume stations, pic. Apr-21-regions
*How Outsiders Are Organizing to Get More Service-Station TBA Business. May-82

CONSERVATION
OHI group gives energy conservation awards to oil-heat customers. Feb-75

CONTINENTAL OIL CO. (CONOCO)
Conoco reclaims oil. Jan-20-regions
More Conoco changes. Feb-9
Conoco agents sue. Feb-24-regions
Conoco's HelpALERT. Feb-41
Used oil for charity, pic. Mar-20-regions
Conoco shift no shock. Apr-24-regions
*New man at the helm, but no change of course at Conoco, pic. Apr-66
Old and New Heads of Agency Like New Setup, pix. May-41
Conoco History Published. June-76

CONTROLS
How Arco says it plans to market after federal controls are gone. Jan-24-regions
NOJC urges 'immediate decontrol'. Feb-10
*Specter of supplier pullouts weighs heavily on minds of region's jobbers. Mar-20-regions
*End controls, industry tells FEA. Apr-33
Resid Controls May Go Off June 1. May-10
*Controls Force Illinois Jobbers to Scout for Competitively Priced Supply, pix. May-20
Have a care even if decontrol of distallates and gasoline comes later this summer, warns Empire State Petroleum Assn. general counsel Sam Borenkind. June-11
*Jobbers Now Find That Controls Hurt a Lot More Than They Help. June-22

CONVENIENCE STORES
Tipoff: Shell Oil has acquired a large-gallonage 7-Eleven convenience store account from Southland Corp., Dallas. Checkback: Shell said it is still negotiating with Southland and that "no contract has been signed yet." Feb-9
Cities Service Oil Co. has terminated its experiment with catalog sales merchandising at gasoline outlets. Feb-12
A second major oil company to discontinue a test of catalog sales merchandising at gasoline outlets is Shell Oil Co. Feb-12
*Self-serves accelerate move to 'gas pumpers'. Feb-55

CONVENIENCE STORES (Continued)
Grocery tie-ins up, outlets down. Mar-9
Grocery tie-ins growing. Apr-9
'C'-store scramble. Apr-20-regions
Dairy store 'pumper' draws visitors awed by gasoline volume. Apr-22-regions
*Truckstop stores expand product lines and lure motorists, pix. Apr-46
Danish dilemma. Apr-72
C-Stores/Self-Serves, Minneapolis Style, pix. May-14
*How C-Stores Can Shave the Cost of Selling Gasoline, pic. May-54
How C-Stores Shave Costs. May-56
*Split Margins Are Key to Growth Plans, pix. May-57
*How C-Stores Can Help Sick Stations, pix. May-59
*C-Store/Self-Serve Mix Makes It in Snow Belt, pic. May-61
*Gasoline Growth at C-Store Chains Stalls, charts. May-62
The latest convenience food chain to get underway and also get into self-service gasoline is Dairy Farmer, a division of Barn & Silo Stores Inc. June-11

COOPERATIVES
Encouraged by Petroleum Retailers Assn. of Colorado, some of its members have formed a cooperative to buy their own stations and negotiate directly with major oil companies for product at a discount. Jan-11
Co-op expansion. Feb-9
Farmland gains ground. Feb-20-regions
PEI blasts equipment co-ops, blanket orders. Feb-72
In anticipation of the sale of its Cushing, Okla., refinery, Midland Cooperatives has sent a required six-month notice to union employees. Apr-11
*Anatomy of a growing co-op giant: Farmland, pix. Apr-62
How cooperatives have it better over corporations. Apr-64
NPNotes and Opinions. May-5

CORRECTIONS
In the February issue, the last item in column 1 on page 11 mistakenly identified a Stage 2 vapor-recovery unit as a vacuum-assist unit. It was a vapor-balance unit, California authorities have advised NPN. Apr-11

COSTS
Federal Energy Administration has decided to retain the 3¢-gal. nonproduct cost allowance on gasoline. Jan-11
Moore cuts costs. Feb-24-regions
Higher truck operation costs ahead: why and how much. Mar-65
Operating costs under test as majors go on offensive to regain lost volume. Apr-19-regions
*How C-Stores Can Shave the Cost of Selling Gasoline, pic. May-54
How C-Stores Shave Costs. May-56
Oil marketers can now reallocate increased product costs from propane, heating oil, and aviation jet fuel to gasoline, under a recent Federal Energy Administration ruling. June-11
*How to Reallocate Increased Product Costs. June-81

COURT ACTION
Steuart Petroleum, Washington, has lost another round in its lengthy fight to build a $160-million refinery at Piney Point, Md. Jan-11
Self-serve ban lifted. Jan-14-regions
New York's Court of Appeals has dismissed two civil suits accusing Mobil Oil of price discrimination. Feb-11
Federal court in Washington has refused to halt publication and distribution of a FEA book that allegedly promotes deregulation of natural gas. Feb-11
Phillips Petroleum and Douglas Oil have been fined $50,000 each after pleading no contest to federal charges of price-fixing on rebrand gasoline... Feb-11
Civil suits totaling more than $1.4-million have been filed by the state of Texas against Gulf Oil Corp. and Phillips Petroleum Corp. for allegedly making illegal campaign contributions in that area. Mar-11
District court in Washington, D.C. has transferred the case of Dr. Armand Hammer, septagenarian chairman of Occidental Petroleum Corp., to Los Angeles because he is ill there with a serious heart condition. Mar-11
Florida authority upheld. Mar-16-regions
Maryland law voided. Mar-16-regions
Lawsuits hand on. Mar-18-regions

COURT ACTION (Continued)
Court fights ahead. Apr-9
Minnesota rate hike. Apr-24-regions
Criminal antitrust charges against Exxon, Gulf, and Mobil were thrown out of court recently by a New York judge who said they "merely took advantage of a good thing...and that's not a crime." May-11
Supreme Court May Decide Lead Issue, pic. May-32
June Trial for Southern Brokers. June-9
Age-Bias Suit Invites Attention. June-9

COVER STORIES
*The battle royal that is raging at the retail level virtually from coast to coast cutting dealer and jobber margins to the bone is causing oil men to ask: What kind of marketer can survive? Have new economics replaced the old? This depth report explores these questions, pix, chart. Jan-36
*Man on the go Jack Pester, could be top cat of a new breed of marketer--structured for high volume, low markup gasoline retailing, profit-oriented, and tied to just one or two branded suppliers, pix. Feb-62
*In a candid interview, D.G. (Doug) Linn, Gulf's new marketing VP, talks about old and new problems and how the company's marketing image is changing. For a frank look at how Gulf is leaning toward rack pricing, the scope of its self-serve commitment, and where it wants to market, pix. Mar-34
*Changes are taking place in the huge $1-billion plus truckstop industry. Self-service is making inroads, volumes are picking up, and new construction, mostly by independents, is beginning again. NPN takes an in-depth look at these and other trends affecting the truckstop industry, pix. Apr-44
*In the hectic battle to trim costs, tying gasoline in with convenience grocery stores has become hot. An overview of the activity and three jobber approaches to tapping this field, pix., charts. May-54

COVER STORIES (Continued)
*A showdown may be coming over the practice of jobbers marketing gasoline direct at retail. While the trend is not new, its growth has been most noticeable in the recent post-crunch period. Key dealer leaders are pushing harder for buying prices equal to jobbers'. NPN explores the far-ranging repercussions that could result if their campaign is successful, charts. June-38

CREDIT & CREDIT CARDS
FMA offers merchandise. Jan-15-regions
New technology designed to stop credit card fraud. Jan-51
More on disclosure of customer-credit rights. Jan-73
Credit-card privacy. Feb-9
Card tie-ins dropped. Feb-41

CRIME
Conoco's HelpALERT. Feb-41

CROWN CENTRAL PETROLEUM
Co-op expansion. Feb-9
Refinery plans. Mar-12

CRUDE OIL
Political Note: Asked what he would do, as President, if OPEC hiked its crude-oil prices again, Republican Presidential aspirant, Ronald Reagan said: "I don't have an answer to that now." Mar-11
FEA has adopted "final" crude-oil pricing regulations that will remain in effect until May 31, 1979. Mar-11
Even though 17.5% more wells were drilled in 1975, proved reserves of crude oil and natural gas continued their downward trend. May-11

JACK W. DAKER
Daker in Retirement, pic. May-80

DEALER DAY IN COURT
Moratorium Replacing Divestiture? May-9
Oppose state legislation. May-15-regions

DECONTROL
Product Decontrol Could Be A Summer Happening. May-33
*Gasoline/Distillate Decontrol Outlook: Increasingly Gloomy, pix. June-34

JOE T. DEHMER DISTRIBUTOR, INC.
Full-Service Station Thrives Despite Low-Priced Self-Service Competition, pix. June-14-regions
Waiting room becomes meeting room, pic. Apr-20-regions

DERBY REFINING CO.
Colorado Oil & Gas, a subsidiary of Coastal States Gas Co., has changed its name, effective Feb. 1, to Derby Refining. Mar-11

DISTILLATES
Sun-Less Distillates. June-9
*Gasoline/Distillate Decontrol Outlook: Increasingly Gloomy, pix. June-34

DIVERSIFICATION
Latest major to test out the tire-store concept of marketing is Amoco Oil Co. June-11
*A Rural Jobber Tells His Game Plan for Survival; Frank Silkebaken, Belle Plaine Oil Co., Belle Plaine, Iowa, pix. June-49

DIVESTITURE
A high-level oil-company executive remarked privately recently that major want to see marketing divorced from other segments of the industry "but they'll fight any attempt by Congress toward divestiture." Jan-11
S.C. opposes splitting oil. Jan-18-regions
'Too many questions' delay NOJC stand on divestiture. Jan-34
Omega Oil Co., Dayton, Ohio, has purchased 12 service stations from Standard Oil (Ohio) in another phase of Sohio's court-mandated divestiture of 400-million gal. annually. Mar-11
*Conditional limit on company operation okay: two majors, pix. Apr-35

DIVESTITURE (Continued)
*Most presidential candidates want divestiture, says study. Apr-37
Small Marketers Oppose Divestiture. May-9
Moratorium Replacing Divestiture. May-9
So strongly is Texaco opposed to divestiture legislation that it carried its campaign to consumers. May-11
Marketers see signs of "the marketplace taking care of divestiture" in recent moves by some majors. May-18
*Here's Tosco West Coast Game Plan, pix. May-29
Watered-Down Divestiture Bill Gets Subcommittee Okay. May-32
NPNotes and Opinions. June-5
Showdown Nearing on Divestiture. June-10
In its ongoing divestment program, Getty Oil reported it disposed of 116 "marginal properties" last year for $12.5-million. June-11
*NOJC Divestiture Study: Economic Forces are Key. June-35

DIVORCEMENT
A high-level oil-company executive remarked privately recently that majors want to see marketing divorced from other segments of the industry "but they'll fight any attempt by Congress toward divestiture." Jan-11
S.C. opposes splitting oil. Jan-18-regions
*Low margins worry PMEF attendees, pix. Jan-32
'Too many questions' delay NOJC stand on divestiture. Jan-34

DOUGLAS OIL CO.
Phillips Petroleum and Douglas Oil have been fined $50,000 each after pleading no contest to federal charges of price-fixing on rebrand gasoline...Feb-11

R.G. DOW
New TBA chairman Dow: TBA department as profit center, pic. Feb-83

DRESSER INDUSTRIES
*How Dresser-Wayne Field-Tests Self-Service Hardware, pix., diagram. June-66

DRILLING
Getting ready for the day when exploratory drilling will start off the Atlantic Coast, 16 oil companies have set up an emergency unit to clean up oil-spill accidents. Mar-11
API's annual drilling report said that domestic production declined again in 1975 even though the number of wells drilled increased from 31,600 in 1974 to 37,600 last year. Mar-11
Atlantic Oil Looks Good. May-9
Even though 17.5% more wells were drilled in 1975, proved reserves of crude oil and natural gas continued their downward trend. May-11

EDUCATION
Trucks for training, pic. Jan-15-regions

ELECTRIC HEAT VS. NATURAL GAS
Cooking electric. Feb-29-regions

EMPIRE STATE PETROLEUM ASSN. (ESPA)
Have a care even if decontrol of distillate and gasoline comes later this summer, warns Empire State Petroleum Assn. general counsel Sam Borenkind. June-11

EMPLOYES/EMPLOYMENT
*Avoid tax traps paying employes. Jan-74
Giving employes stock? Here's what happens. Feb-82
Here are the new social security bases. Feb-82
*IRS gets tough on dealer role as employe. Mar-120

ENERGY
Exxon doesn't see energy independence before 2000. Jan-10
*Energy law: New rules are coming. Feb-35
OHI group gives energy conservation awards to oil-heat customers. Feb-75
Kids solve energy crunch. Mar-20-regions
Ifs surround FEA energy report. Apr-10

ENERGY (Continued)
Authorship of an "energy fable" that ultimately wound up as a Federal Energy Administration public relations pamphlet had some members of the House Commerce subcommittee on energy in a tizzy last month. May-11

ENTITLEMENTS
New England Petroleum Corp. has sued Federal Energy Administration to get another $10.8-million worth of entitlements for residual fuel-oil. Jan-11
Will FEA add or subtract controls to end Hess's entitlements advantage? Apr-33
Revisions Will Take Pain Out of Resid Headaches. May-33

ENVIRONMENT
The impact of federal environmental controls on plant closings and unemployment has been less severe than critics of such controls claim, according to Environmental Protection Agency deputy administrator John R. Quarles. Mar-11

ENVIRONMENTAL PROTECTION AGENCY
N.C. rules okayed. Jan-20-regions
A Honda CVCC with a 91-cubic inch engine and manual transmission is the new gasoline-mileage leader of 1976 model cars. Feb-11
New Jersey issues vapor-emission control rules tougher than EPA's. Feb-24-regions
*Stage 2 vapor-recovery proposals receive an avalanche of industry criticism. Apr-70
EPA plans way to test evaporative emissions. Apr-86
Environmental Protection Agency says most service stations are complying with requirements that they carry at least one grade of unleaded gasoline. May-11
EPA to Change Texas Vapor-Recovery Rules. May-74
EPA Tallies Up First-Year Unleaded Score: 53 Violators in All. May-76
Pollution Precedent-Setter? June-9
Environmental Protection Agency is not necessarily holding out for vacuum-assist equipment as the only way to meet Stage 2 vapor-recovery requirements. June-11

ENVIRONMENTAL PROTECTION AGENCY (Continued)
Environmental Protection Agency has suspended its 1979 target date for the issuance of sulfuric-acid standards for automobile exhaust emissions. June-11
Congress says Environmental Protection Agency is dragging its feet in recalling 2.3-million cars that violate air pollution standards. June-11
Value Oil Capitulates and Agrees to Add Unleaded Pumps at 10 Outlets. June-18-regions
EPA, California Agree on Some Vapor-Recovery Rules, Disagree on Others. June-71

EQUIPMENT
See also Bulk Plants & Terminals, Oil Burners & Other Heating Equipment
*Self-serve system needs no new wiring, pix. Feb-52
Interest picks up in prepay plans. Mar-50
FTC tightens warranty rules. Mar-52
A Tennessee Inventor has claimed that American Gas Assn.'s refusal to certify an inexpensive automatic fuel-vent damper prevented him from marketing it. May-11
If lab and field tests of a new Stage 2 vapor-recovery concept confirm the inventors claim, secondary vapor-recovery units (conversion or incineration) at service stations may not be necessary. May-11
Gulf Oil has expanded the marketing-equipment line that raised the hackles of Petroleum Equipment Institute members about two years ago to include gasoline transports and fuel-oil delivery trucks. June-11

EXPANSION
*How to fight 'outsiders'--join them, pic. Jan-45
Co-op expansion. Feb-9
Private brander expands. Feb-22-regions
Giant tower arrives by piggyback, pic. Feb-24-regions
Meenan extends market area, pix. Mar-14-regions
Coleman Oil's tire store. Apr-12
*What's Mobil Up to in the Southwest and Southeast? May-30
*Split Margins Are Key to Growth Plans, pix. May-57
Expansion denied. June-9

EXXON CO.
Exxon doesn't see energy independence before 2000. Jan-10
Giant tower arrives by piggyback, pic. Feb-24-regions
Exxon direct outlet drop. Feb-24-regions
Sendoff for Sam, pic. Mar-121
Exxon now has about 250 total self-service stations among its approximately 9,500 owned and leased retail units. Apr-11
Exxon ads win award. Apr-72
Criminal antitrust charges against Exxon, Gulf, and Mobil were thrown out of court recently by a New York judge. May-11
*How Exxon Protects Steel Tanks, graph. May-69

FARMLAND INDUSTRIES
Farmland gains ground. Feb-20-regions
*Anatomy of a growing co-op giant: Farmland, pix. Apr-62

FEDERAL ENERGY ADMINISTRATION
Federal Energy Administration has decided to retain the 3¢-gal. nonproduct cost allowance on gasoline. Jan-11
An environmental impact statement drafted by FEA says implementation of the proposed National Gas Emergency Standby Act would probably lead to increased air pollution. Jan-11
New England Petroleum Corp. has sued FEA to get another $10.8-million worth of entitlements for residual fuel-oil. Jan-11
Some gasoline marketers who live by the "low markup" law believe "we haven't seen anything yet" compared to what may come over the next few months if Federal Energy Administration fully lifts price and allocation controls "beyond the refinery gate." Feb-5
Antitrust exemptions killed. Feb-9

FEDERAL ENERGY ADMINISTRATION (Continued)
Federal court in Washington has refused to halt publication and distribution of a FEA book that allegedly promotes deregulation of natural gas. Feb-11
*Energy law: New rules are coming. Feb-35
*What new FEA regulations mean. Feb-81
New life for FEA. Mar-9
Standard Oil Co. (Ohio) supply planning manager D.O. Maxwell believes that a proposed rule change by FEA could, all by itself, create spot gasoline shortages this summer. Mar-11
FEA has rescinded a provision giving limited antitrust immunity to oil firms meeting or communicating with each other to comply with allocation and price-control laws. Mar-11
FEA has adopted "final" crude-oil pricing regulations that will remain in effect until May 31, 1979. Mar-11
Heat-pump stand eased. Mar-15-regions
Lawsuits hang on. Mar-18-regions
FEA keeps watch over rent increases. Mar-119
Be sure FEA knows your violation was a mistake. Mar-119
Ifs surround FEA energy report. Apr-10
*End controls, industry tells FEA. Apr-33
*Conditional limit on company operation okay: two majors, pix. Apr-35
Here's what FEA's rules on passthroughs mean. Apr-95
Sell to utilities? Watch passthroughs. Apr-95
Authorship of an "energy fable" that ultimately wound up as a Federal Energy Administration public relations pamphlet had some members of the House Commerce subcommittee on energy in a tizzy last month. May-11
Product Decontrol Could Be A Summer Happening. May-33
Revisions Will Take Pain Out of Resid Headaches. May-33
New Lease on Life for FEA Anticipated--But for How Long? June-10
Heading off what could have been a serious inventory problem this summer, Federal Energy Administration has scuttled a regulation that would have prohibited refiners from banking nonproduct costs for longer than 60 days. June-11

FEDERAL ENERGY ADMINISTRATION (Continued)
Oil marketers can now reallocate increase product costs from propane, heating oil, and aviation jet fuel to gasoline, under a recent Federal Energy Administration ruling. June-11
*Gasoline/Distillate Decontrol Outlook: Increasingly Gloomy, pix. June-34
*FEA Treats Oil Heat Better in Second Project Independence Report. June-53
How FEA Looks At On-Site Generation. June-53

FEDERAL REGISTER
For those who keep record of such things, let it be noted that Federal Register ended the year printing 60,221 pages of regulations... June-73

FINANCIAL
*How accounts may belong to your supplier. Jan-73
*IRS will check much of what you report. Feb-82
Giving employes stock? Here's what happens. Feb-82
Here's how to loan money to a friend. Feb-82
*Company standings change as profit slump continues, chart. Mar-30
*Jobbers find insurance harder to get, cartoon. Mar-32
Interest picks up in prepay plans. Mar-50
*IRS gets tough on dealer role as employe. Mar-120
*NPN buyout-sellout clinics show jobbers how to value companies, pix. Apr-59
*Give, and Watch How You'll Save. May-77
Booming Oil Business. June-9
How to Assign Your Term Life Insurance. June-81
*Save by Giving, But Do It Right. June-82
What Your Chances Are of Getting Audited. June-82
Here are best ways to buy and sell stock. June-82

FIRESTONE
With uncharacteristic candidness, Justice Dept. has abandoned a 10-year effort to make monopoly charges stick against Goodyear and Firestone. Apr-11

FRANCHISES
A tough bill to protect retail dealers "from arbitrary decisions by large suppliers" has been signed into law by Massachusetts Gov. Michael Dukakis. June-11

LEROY FRICKEY
Old and New Heads of Agency Like New Setup, pix. May-41

FUEL MERCHANTS ASSN. OF N.J.
FMA offers merchandise. Jan-15-regions

FUEL OIL
See also Markets, Prices, Pricing, Oil Burners and Other Heating Equipment
Product glut fosters sharp price competition to move gasoline, fuel oil. Jan-20-regions
Manufacturers drop their own show, will take part in other exhibits. Jan-65
IBR school adds four more cities to schedule. Jan-65
Cooking electric. Feb-29-regions
*Shell tells fuel-oil jobbers: "Look elsewhere for growth", pix. Feb-36
*You can benefit from gas shortage. Feb-46
*Why a jobber won't sell replacement burners, pix. Feb-51
Efficiency questioned. Feb-75
OHI group gives energy conservation awards to oil-heat customers. Feb-75
Standby power market on West Coast going to gas. Feb-76
Foreign-made burner makers want business. Feb-75
Interest picks up in prepay plans. Mar-50
FTC tightens warranty rules. Mar-52
FPC's higher gas rates will mean higher utility rates. Mar-54
NARUC sees reform bill lessening state powers. Mar-54
Fossil-fueled power plants still dominate. Mar-54
Fuel oil's fighting back. Apr-9
*How You Can Get In On The New-Home Heating Market, pix. May-47
*How One Jobber Is Putting Oil Heat Into 180 New Homes, E. Wayne Rountree, Quarles-Robertson Oil Co., Fairfax, Va., pic. May-48

FUEL OIL (Continued)
*FEA Treats Oil Heat Better in Second Project Independence Report. June-53
OSHA Alert: Check Test Panel Boards. June-54
Boiler Shipments Up. June-54

FUEL OIL VS. ELECTRIC HEAT
*Heat pumps: still no match for oil burners, charts. Apr-51
*How You Can Get In On The New-Home Heating Market, pix. May-47

FUEL OIL VS. NATURAL GAS
*How You Can Get In On The New-Home Heating Market, pix. May-47

GAS & GO
*BP Oil trains Gas & Go managers in how to reduce robberies at stations. Feb-20-regions

GASOLINE
Federal Energy Administration has decided to retain the 3¢-gal. nonproduct cost allowance on gasoline. Jan-11
Minnesota, where product supply was a serious problem two years ago, may have had the lowest gasoline prices in the nation in November. Jan-11
Product glut fosters sharp price competition to move gasoline, fuel oil. Jan-20-regions
*Lundberg questions BLS price data, graphs. Jan-31
*Sharp retail price-cutting rips open gasoline markets, chart, pix. Jan-36
Phillips Petroleum and Douglas Oil have been fined $50,000 each after pleading no contest to federal charges of price-fixing on rebrand gasoline... Feb-11
Another tradition has failed in the struggle to manage surplus gasoline. Feb-11

GASOLINE (Continued)
Charles River Associates, Cambridge, Mass., believes the U.S. could cut its imports of foreign oil by an amount equal to its imports of oil from Arab nations by raising the price of gasoline 40¢ gal. Feb-11
*Who is key to 'management of surpluses?', graph. Feb-18-regions
Standard Oil Co. (Ohio) supply planning manager D.O. Maxwell believes that a proposed rule change by FEA could, all by itself, create spot gasoline shortages this summer. Mar-11
Gasohol (hic!) sales boom. Mar-20-regions
*How BP Canada's facelifted stations sell more gasoline, pix. Mar-48
Court fights ahead. Apr-9
Dairy store 'pumper' draws visitors, awed by gasoline volume. Apr-22-regions
GASOLINE Demand Skyrocketing. May-9
Gasoline Pricing? It's an Alice-in-Wonderland World. May-15
What a Jobber Found Out Posting 13.9¢ for Gasoline--per Liter, That Is; Jack Holland, Holland Oil, Hayward, Calif. May-16-regions
'Buyer's Market' Causes Suppliers To Do a Bit of Hard Selling. May-18-regions
Supreme Court May Decide Lead Issue, pic. May-32
*How C-Stores Can Shave the Cost of Selling Gasoline, pic. May-54
*Gasoline Growth at C-Store Chains Stalls, charts. May-62
Gasoline Demand Races Beyond Forecasts. June-32
*Gasoline/Distillate Decontrol Outlook: Increasingly Gloomy, pix. June-34
*Jobber-Dealer Showdown Taking Shape, charts. June-38

GASOLINE RATIONING
Ration plans draws interest. Jan-20-regions

GASOLINE SECONDARY BRANDS
Tries Mogas Brand. Jan-16-regions
Mobil Introduces 'Reelo'. June-14-regions

GASOLINE, UNLEADED
Clark's unleaded premium test. Mar-12
Unleaded Gasoline Shortage? May-9

GASOLINE, UNLEADED (Continued)
Getty Oil's on the market with an unleaded regular-grade gasoline. May-11
Environmental Protection Agency says most service stations are complying with requirements that they carry at least one grade of unleaded gasoline. May-11
EPA Tallies Up First-Year Unleaded Score: 53 Violators in All. May-76
Survey Shows Variations in Unleaded's Content. June-71

GASOLINE MARKETERS INC.
Private brander expands. Feb-22-regions

GENERAL ATOMIC CO.
*Self-serve system needs no new wiring, pix. Feb-52

GENERAL MOTORS
GM issues warning on 'overheated' converters. Feb-91

GEOSOURCE INC.
A.O. Smith, Milwaukee, Wis., has sold its entire meter-systems division, located in Erie, Pa., to Geosource Inc., of Houston, Tex. June-11

GETTY OIL CO.
Speedup for Getty. Jan-9
IRS has again rejected a formal request from the state of Delaware for a joint audit of Getty Oil's Eastern Operations. Jan-11
Getty Oil's on the market with an unleaded regular-grade gasoline. May-11
In its ongoing divestment program, Getty Oil reported it disposed of 116 "marginal properties" last year for $12.5-million. June-11

EARL C. GOERSS
NWPA Jobbers Name Goerss New President, pic. May-78

GOOD HOPE REFINERIES
Private-brand nightmares. Jan-9

GOODYEAR TIRE & RUBBER CO.
Goodyear, Tosco to build tire recycling plant. Feb-90

GOODYEAR TIRE & RUBBER CO. (Continued)
With uncharacteristic candidness, Justice Dept. has abandoned a 10-year effort to make monopoly charges stick against Goodyear and Firestone. Apr-11
Ads Push Service. June-76

GOVERNMENT--FEDERAL POWER COMMISSION
FPC's higher gas rates will mean higher utility rates. Mar-54

GOVERNMENT--FEDERAL TRADE COMMISSION
FTC acts to clear up model-year designation. Jan-67
FTC tightens warranty rules. Mar-52

GOVERNMENT--SUPREME COURT
Antitrust Case to Continue. June-14-regions

GULF OIL CANADA LTD.
Bottom loading boosts efficiency at Gulf Canada terminal, pic. Mar-60

GULF OIL CORP.
A report that UCO Oil's deal to buy Gulf Oil's Hercules, Calif., refinery is all but dead prompted company officials to respond otherwise. Jan-11
Gulf upheaval: More to come? Feb-9
*Gulf's slush-fund trauma is making others apprehensive. Feb-37
Civil suits totaling more than $1.4-million have been filed by the state of Texas against Gulf Oil Corp. and Phillips Petroleum Corp. for allegedly making illegal campaign contributions in that area. Mar-11
*How Gulf converts its marketing from so-so to gung-ho, pix. Mar-34
Former Gulf Oil executives are busy in retirement, pix. Mar-121
Coastal's Hercules bid. Apr-9
Gulf Oil wants its money back from the politicians who received illegal campaign contributions over a 14-year period. Apr-11
May Startup for Hercules. May-9
Criminal antitrust charges against Exxon, Gulf, and Mobil were thrown out of court recently by a New York judge. May-11

GULF OIL CORP. (Continued)
Gulf Letters to Jobbers on Picking Up Minimum Contracted Supply Draws Fire. May-14-regions
Gulf Oil has expanded the marketing-equipment line that raised the hackles of Petroleum Equipment Institute members about two years ago to include gasoline transports and fuel-oil delivery trucks. June-11

DR. ARMAND HAMMER
District court in Washington, D.C. has transferred the case of Dr. Armand Hammer, septagenarian chairman of Occidental Petroleum Corp., to Los Angeles because he is ill there with a serious heart condition. Mar-11

HEALTH
NIOSH Seeks Data on Exposure Limits. June-72

JERRY HESS
*Split Margins Are Key to Growth Plans, pix. May-57

HIGHWAYS
Accidents at 55 mph. Jan-16-regions
Tax hike sought. Apr-20-regions

JACK HOLLAND
What a Jobber Found Out Posting 13.9¢ for Gasoline--per Liter, That Is; Jack Holland, Holland Oil, Hayward, Calif. May-16-regions

MARY HUDSON
Mary Hudson Has a Toehold on Midland Co-op's Refinery, pix. May-31

BOB HUNTER
Former Gulf Oil executives are busy in retirement, pix. Mar-121

ILLEGAL CONTRIBUTIONS
Gulf upheaval: More to come? Feb-9
*Gulf's slush-fund trauma is making others apprehensive. Feb-37
Civil suits totaling more than $1.4-million have been filed by the state of Texas against Gulf Oil Corp. and Phillips Petroleum Corp. for allegedly making illegal campaign contributions in that area. Mar-11
District court in Washington, D.C. has transferred the case of Dr. Armand Hammer, septagenarian chairman of Occidental Petroleum Corp., to Los Angeles because he is ill there with a serious heart condition. Mar-11
New look for Phillips. Apr-9
American Public Gas Assn. stirred up another tempest in Washington by calling on 28 Senators to refrain from voting on natural-gas deregulation proposals "until the question of (possibly) illegal campaign contributions is resolved." Apr-11
Gulf Oil wants its money back from the politicians who received illegal campaign contributions over a 14-year period. Apr-11
For illegally concealing $54,000 in contributions to the 1972 re-election campaign of former President Richard M. Nixon, Occidental chairman Armand Hammer has been fined $3,000 and placed on probation for one year. May-11

ILLINOIS PETROLEUM MARKETERS ASSN.
*Controls Force Illinois Jobbers to Scout for Competitively Price Supply, pix. May-20
Smith Re-Elected President of Illinois Marketers, pic. May-78

IMPORTS, EXPORTS
Charles River Associates, Cambridge, Mass., believes the U.S. could cut its imports of foreign oil by an amount equal to its imports of oil from Arab nations by raising the price of gasoline 40¢ gal. Feb-11

INDEPENDENT PETROLEUM MARKETERS FEDERATION OF MISSISSIPPI
Anxiety mixed with optimism pervaded Mississippi private-branders' meeting. Apr-26

INSTA-TUNE
*New Chain Offers $36 Tuneup, pic., chart. May-85

INSURANCE
*Jobbers find insurance harder to get, cartoon. Mar-32

INTERMOUNTAIN OIL MARKETERS ASSN.
Jobbers are an endangered species, speakers tell IOMA convention, pix. Apr-27

INTERNAL REVENUE SERVICE
IRS has again rejected a formal request from the state of Delaware for a joint audit of Getty Oil's Eastern Operations. Jan-11
*IRS will check much of what you report. Feb-82
Keep IRS happy: Keep accurate minutes. Feb-82
Alcoholism treatment is now deductible. Feb-82
UCO indicted. Mar-20-regions
*IRS gets tough on dealer role as employe. Mar-120
More on incorporating commission dealers. Apr-95
Three ways IRS looks at statue of limitations. Apr-96
*How to Write Commission Dealer Contracts. May-34
Tax Boomerang. June-9
What Your Chances Are of Getting Audited. June-82

INTERNATIONAL OIL INDUSTRY TBA GROUP
New TBA chairman Dow: TBA department as profit center, pic. Feb-83

BOYDON JANN
Former Gulf Oil executives are busy in retirement, pix. Mar-121
When Two Can Be Two Too Many. May-78

JOBBER OPERATIONS
See also Marketing--Jobbers and Jobber Margins
Surplus products are putting open-rack pressures on jobbers. Jan-12
Tax cheating talk surfaces as retail fighting rages in Texas. Jan-16-regions
*How to fight 'outsiders'--join them; James W. Moore, Kellogg-Moore, Monroe, La., pic. Jan-45
*How equipment jobbers can get sharper with modern tools. Jan-66
*Some marketers see 1976 as critical year for region's jobbers. Feb-19-regions
*Shell tells fuel-oil jobbers: 'Look elsewhere for growth', pix. Feb-35
*Why a jobber won't sell replacement burners; Valliere's Oil Service, Harrisville, R.I., pix. Feb-51
*How Jack Pester is building his own jobber empire, pix. Feb-62
*Specter of supplier pullouts weighs heavily on minds of region's jobbers. Mar-20-regions
*Jobbers find insurance harder to get, cartoon. Mar-32
*Some thoughts on what concerns jobbers, pix. Mar-33
Basics you need when buying or selling. Mar-119
Jobbers in Socal's future? Apr-9
Because Wisconsin jobbers are selling on a jobber tankwagon basis that equates to 6¢ to 10¢ gal. price differential at the pump when compared to those selling at pump rack prices, Wisconsin Petroleum Assn. wants suppliers to resume temporary jobber and dealer allowances. Apr-11
*Company stations? Yes, but not near lessees, pic. Apr-18-regions
Operating costs under test as majors go on offensive to regain lost volume. Apr-19-regions
Small jobber mergers. Apr-24-regions
*NPN buyout-sellout clinics show jobbers how to value companies, pix. Apr-59
*Why jobber expects 10-year payout of renovated terminal, pix. Apr-68

JOBBER OPERATIONS (Continued)
How to draw up buy/sell agreements. Apr-96
Large Lube Merchants Have to Be Alert But May Have More Fun. May-12
What a Jobber Found Out Posting 13.9¢ for Gasoline--per Liter, That is; Jack Holland, Holland Oil, Hayward, Calif. May-16-regions
*How Superjobber Reorients Agents; Truman Arnold, Arnold Distributing Co., Texarkana, Tex., pic. May-39
*How You Can Get In On The New-Home Heating Market, pix. May-47
*How One Jobber Is Putting Oil Heat Into 180 New Homes, E. Wayne Rountree, Quarles-Robertson Oil Co., Fairfax, Va., pic. May-48
*How C-Stores Can Help Sick Stations, pix. May-59
*Growth Restrictions Put Texaco and Some Jobbers on Collision Course. June-18-regions
*Jobbers Now Find That Controls Hurt A Lot More Than They Help. June-22
*The Issue: Salaried Stations Jobber-Dealer Show. June-38
*Jobber-Dealer Showdown Taking Shape, charts. June-38
*Should Jobbers Get the Functional Discount?, pix. June-44
*A Rural Jobber Tells His Game Plan for Survival; Frank Silkebaken, Belle Plaine Oil Co., Belle Plaine, Iowa, pix. June-49

JOC OIL CO.
JOC forges ahead. Jan-15-regions

KENTUCKY PETROLEUM MARKETERS ASSN.
Competition opposed. Apr-21-regions
Pasco Inc.'s Sinclair, Wyo., refinery, pipeline, and marketing facilities, have been purchased by Little America Refining Co., Cheyenne, Wyo., for $72-million. Apr-11

KEYLOCK
Texas 'key-club' hit. Feb-24-regions

GENE H. KING
*Develop yourself into a better manager, pic. Jan-35

GEORGE LE CUYER
*Some thoughts on what concerns jobbers, pix. Mar-33

LEGAL
*How accounts may belong to your supplier. Jan-73
More on disclosure of customer-credit rights. Jan-73
*What new FEA regulations mean. Feb-81
FEA keeps watch over rent increases. Mar-119
Be sure FEA knows your violation was a mistake. Mar-119
Basics you need when buying or selling. Mar-119
Sell the family business? Here are guidelines. Mar-120
*NPN buyout-sellout clinics show jobbers how to value companies, pix. Apr-59
More on incorporating commission dealers. Apr-95
Here's what FEA' rules on passthroughs mean. Apr-95
*How to Write Commission Dealer Contracts. May-34
*How to Reallocate Increased Product Costs. June-81
How to Assign Your Term Life Insurance. June-81

LEGAL TIPS FOR MARKETERS
*How accounts may belong to your supplier. Jan-73
*What new FEA regulations mean. Feb-81
*FEA keeps watch over rent increases. Mar-119
*More on incorporating commission dealers. Apr-95

LEGAL TIPS FOR MARKETERS (Continued)
*How to Write Commission Dealer Contracts. May-34
*How to Reallocate Increased Product Costs. June-81

LEGISLATION
Thorny tax problem may be settled. Jan-10
Legislation restricting the right of oil companies to terminate service-station leases in Pennsylvania has been signed into law by Gov. Milton Shapp. Jan-11
S.C. opposes splitting oil. Jan-18-regions
*Conditional limit on company operation okay: two majors, pix. Apr-35
Minnesota rack-price bill is a beast. Apr-36
Resid Controls May Go Off June 1. May-10
Watered-Down Divestiture Bill Gets Subcommittee Okay. May-32
Product Decontrol Could Be A Summer Happening. May-33
Showdown Nearing on Divestiture. June-10
New Lease on Life for FEA Anticipated--But for How Long? June-10
*Will Dealer-Protection Bill Pass? pix. June-31

LETTERS TO THE EDITOR
"Your March 1976 issue included a statement on page 31 that 'Marathon also conceded that it was helped by FEA regulations.'" . . .
"The kind of help we received from FEA forced Marathon to pay nearly $59-million to competing refiners under the entitlements program and to incur $11.5-million added cost due to the crude allocation program. Also the supplemental import fees added nearly $41-million to the cost of our imports of crude oil...Howard H. Harris, Vice President, Corporate External Affairs, Marathon Oil Co. June-73

W.H. LIGON
A rhubarb between jobber and dealer spokesmen has developed over jobber pricing at their direct retail stations. W.H. Ligon, managing director of Texas Service Station Assn., says two letters from NOJC president Jack Pester on the subject contain "many innaccurate statements." Apr-11

D.G. LINN
*How Gulf converts its marketing from so-so to gung-ho, pix. Mar-34

LOOKAHEAD
Uniroyal is anticipating a good year for the tire industry. Feb-11
*Should Jobbers Get the Functional Discount? pix. June-44
Booming Oil Business. June-9

LOUISIANA OIL MARKETERS ASSN.
S.C. opposes splitting oil. Jan-18-regions

LOVE OIL CO.
Meenan extends market area, pix. Mar-14-regions

LP-GAS
Gulf unit plans big boost in LP-gas facility. Feb-73

LUBRICANTS, LUBRICATION
Also see Motor Oil
*New success claimed for plastic oil pouches, pic. Feb-60
An eight-fold increase in re-refined lube oil. Mar-11
Mobil Oil is going nationwide with its synthesized automotive-engine lubricant. May-11
Large Lube Merchants Have to Be Alert But May Have More Fun. May-12

LUNDBERG SURVEY INC.
Lundberg Survey's latest count of retail service stations indicates the national total is now 200,000-down 11.6% from the peak of 226,300 recorded in 1972. Jan-11
*Lundberg questions BLS price data, graphs. Jan-31
Margins Plummet. Feb-9
Small Marketers Oppose Divestiture. May-9

MANAGEMENT
See also Jobber Operations
*Develop yourself into a better manager; Gene H. King, Owosso, Mich., pic. Jan-35
*How to fight 'outsiders'--join them, pic. Jan-45
*Old Colony's self-serve story--Three yesterday...50 tomorrow, pix. Jan-62
Gulf upheaval: More to come? Feb-9
More Conoco changes. Feb-9
New TBA chairman Dow: TBA deparment as profit center, pic. Feb-83
*How Gulf converts its marketing from so-so to gung-ho, pix. Mar-34
Former Gulf Oil executives are busy in retirement, pix. Mar-121
*Anatomy of a growing co-op giant: Farmland, pix. Apr-62
*New man at the helm, but no change of course at Conoco, pic. Apr-66
NWPA Jobbers Name Goerss New President, pic. May-78
Smith Re-Elected President of Illinois Marketers, pic. May-78
Al Stevens Retires After 42-Year Career, pic. June-83
Babikian Succeeds Walsh at ARCO, pix. June-83
*A Rural Jobber Tells His Game Plan for Survival; Frank Silkebaken, Belle Plaine Oil Co., Belle Plaine, Iowa, pix. June-49

MARATHON OIL CO.
Marathon Oil Co. became the 13th major company to provide support for PMEF. Mar-11

MARCOR INC.
Room at the Top. May-9

MARKET SHARE
Unbrandeds gain. Feb-20-regions
Shell More Agressive. May-15-regions

MARKETERS TAX CORNER
*Avoid tax traps paying employes. Jan-74
*IRS will check much of what you report. Feb-82
*IRS gets tough on dealer role as employe. Mar-120

MARKETERS TAX CORNER (Continued)
*How to draw up buy/sell agreements. Apr-96
*Give, and Watch How You'll Save. May-77
*Save by Giving, But Do It Right. June-82

MARKETING
*Sharp retail price-cutting rips open gasoline markets, chart, pix. Jan-36
Some gasoline marketers who live by the "low markup" law believe "we haven't seen anything yet" compared to what may come over the next few months if Federal Energy Administration fully lifts price and allocation controls "beyond the refinery gate." Feb-5
More Conoco changes. Feb-9
*Who is key to 'management of surpluses?', graph. Feb-18-regions
Some majors, who were heavy losers in gallonage fight, battle back. Feb-22-regions
*Energy law: New rules are coming. Feb-35
*Shell tells fuel-oil jobbers: 'Look elsewhere for growth', pix. Feb-35
*How Jack Pester is building his own jobber empire, pix. Feb-62
*Self-serve outlook: Good but risky, chart. Mar-29
*How Gulf converts its marketing from so-so to gung-ho, pix. Mar-34
*Profit centers: can marketing make it on its own? Mar-44
Sun christens companies. Apr-9
*New man at the helm, but no change of course at Conoco, pic. Apr-66
*Windshield wipers: How upheaval affects oil marketing, chart. Apr-100
NPNotes and Opinions. May-5
Small Marketers Oppose Divestiture. May-9
'Buyer's Market' Causes Suppliers To Do a Bit of Hard Selling. May-18
*Here's Tosco West Coast Game Plan, pix. May-29
NPNotes and Opinion. June-5
Sun-Less Distillates. June-9
*NOJC Divestiture Study: Economic Forces are Key. June-35
*The Issue: Salaried Stations Jobber-Dealer Show. June-38
*Jobber-Dealer Showdown Taking Shape, charts. June-38

MARKETING-JOBBERS AND JOBBER MARGINS
*Low margins worry PMEF attendees, pix. Jan-32
Margins plummet. Feb-9
*Some marketers see 1976 as critical year for region's jobbers. Feb-19-regions
Unbrandeds gain. Feb-20-regions
*Marketers are moved around too much, pic. Feb-39
Caveat marketer. Mar-9
*How Phoenix marketers are developing low-margin, high-volume stations, pic. Apr-21-regions
Gulf Letters to Jobbers on Picking Up Minimum Contracted Supply Draws Fire. May-14
Union jobbers upset. May-14-regions
*Split Margins Are Key to Growth Plans, pix. May-57

MARKETING-PRIVATE BRANDERS
Private-brand nightmares. Jan-9
JOC forges ahead. Jan-15-regions
Private brander expands. Feb-22-regions
Deep market penetration by "independent-style" gasoline marketers continues with no relief in sight. Mar-5
Private-brand switch. Mar-9

BRUCE McCALL
*New man at the helm, but no change of course at Conoco, pic. Apr-66

McKEE PETROLEUM CORP.
McKee Petroleum Corp., Phoenix, Ariz., is reportedly preparing for a new start in Milwaukee, Wisc. May-11

MEENAN OIL CO.
Meenan extends market area, pix. Mar-14-regions
Meenan Buys Burke. May-16-regions

MEETING REPORT
*Low margins worry PMEF attendees, pix. Jan-32
*O & E group looks into vexing problems. Jan-66
*How equipment jobbers can get sharper with modern tools. Jan-66
*Dealer meetings: Seriousness replaces spectacular shows, pic. Feb-40

MEETING REPORT (Continued)
Anxiety mixed with optimism pervaded Mississippi private-branders' meeting. Apr-26
Jobbers are an endangered species, speakers tell IOMA convention, pix. Apr-27
*Aftermarket recovery: Here to stay?, pix. Apr-104
NPRA Sees Tightening Supply. May-10
*Controls Force Illinois Jobbers to Scout for Competitively Priced Supply, pix. May-20
Rumors of Further Supplier Pullbacks Ruffle Upper Midwest Jobbers. May-24

MERCHANDISING, ADVERTISING, PROMOTION
Companies win awards. Jan-51
New technology designed to stop credit card fraud. Jan-51
Special maps issued. Jan-51
*Whatever happened to the 'service' in service stations?, cartoon. Jan-56
Circle S for service. Jan-56
Cities Service Oil Co. has terminated its experiment with catalog sales merchandising at gasoline outlets. Feb-12
A second major oil company to discontinue a test of catalog sales merchandising at gasoline outlets is Shell Oil Co. Feb-12
*Dealer meetings: Seriousness replaces spectacular shows, pic. Feb-40
Product ads resume. Feb-41
Mobil's Warner chosen 'Adman of the Year'. Feb-41
Card tie-ins dropped. Feb-41
Research before building. Feb-41
Conoco's HelpALERT. Feb-41
*How BP Canada's facelifted stations sell more gasoline, pix. Mar-48
Moly oil additive offered. Apr-72
Danish dilemma. Apr-72
Exxon ads win award. Apr-72
Dealers tour new facilities, pix. Apr-72
TV Commercials Cited. June-76
Motor Oil Sold in 'Six-Pak'. June-76
Conoco History Published. June-76
Travel Club Goes East. June-76
Lube Sales Broadened. June-76
Promotion Features Food. June-76
Ads Push Service. June-76

MERGERS
See also Expansion
Small jobber mergers. Apr-24-regions
Pittston Co. and Belcher Oil are planning to merge if all the essential shareholder, director, and legal approvals can be obtained. May-11

METRIC SYSTEM
New metric law is voluntary; has no compliance deadline. Feb-72
What a Jobber Found Out Posting 13.9¢ for Gasoline--per Liter, That Is; Jack Holland, Holland Oil, Hayward, Calif. May-16-regions
Watch Out! Metric Cooperation Could Be Antitrust Poison. June-12

MID CONTINENT
*Mid Continent brand now flies at Reinauer, pix. Jan-14-regions

MIDLAND COOPERATIVES
In anticipation of the sale of its Cushing, Okla., refinery, Midland Cooperatives has sent a required six-month notice to union employes. Apr-11
Mary Hudson Has a Toehold On Midland Co-op's Refinery, pix. May-31

MILLER TRANSPORTERS INC.
*Better payout causes some independents to buy trucks, pic. Apr-61

MOBIL OIL CORP.
Frank White retires from Mobil, pic. Jan-75
New York's Court of Appeals has dismissed two civil suits accusing Mobil Oil of price discrimination. Feb-11
Product ads resume. Feb-41
Mobil's Warner chosen 'Adman of the Year'. Feb-41
Mobil to convert stations. Mar-16-regions
Mobil denies pullout. Apr-9
An article in the current issue of Chemtech, monthly publication of American Chemical Society, says existing methods of converting coal to gas to methanol can be carried "all the way to high-octane gasoline in one relatively small step." Apr-11

MOBIL OIL CORP. (Continued)
Room at the Top. May-9
Mobil Oil is going nationwide with its synthesized automotive-engine lubricant. May-11
Criminal antitrust charges against Exxon, Gulf, and Mobil were thrown out of court recently by a New York judge. May-11
*What's Mobil Up to in the Southwest and Southeast? May-30
Expansion denied. June-9
Mobil Introduces 'Reelo'. June-14
*Mobil Oil's Flying Red Horse Turns Black for Some of Its Distributors. June-15

MOGAS
Tries Mogas Brand. Jan-16-regions

MONROE AUTO EQUIPMENT CO.
Monroe Introduces New 'Oil-Saving' Filter. May-86

JAMES W. MOORE
*How to fight 'outsiders'--join them; James W. Moore, Kellogg-Moore, Monroe, La., pic. Jan-45
Moore cuts costs. Feb-24-regions

MOTOR OIL
Also see Lubricants, Lubrication
*New success claimed for plastic oil pouches, pic. Feb-60
Moly oil additive offered. Apr-72
Motor Oil Sold in 'Six-Pak'. June-76
Lube Sales Broadened. June-76

NATIONAL ASSN. OF REGULATORY UTILITY COMMISSIONERS
NARUC sees reform bill lessening state powers. Mar-54

NATIONAL COOPERATIVE REFINERY ASSN.
Co-op expansion. Feb-9

NATIONAL HIGHWAY TRAFFIC SAFETY ADMIN.
NHTSA Keeps 'Leeway' In Toe-Ins Specs. June-68

NATIONAL INSTITUTE OF OCCUPATIONAL SAFETY & HEALTH
NIOSH Seeks Data on Exposure Limits. June-72

NATIONAL OIL FUEL INSTITUTE
Manufacturers drop their own show, will take part in other exhibits. Jan-65
Fuel oil's fighting back. Apr-9

NATIONAL OIL JOBBERS COUNCIL (NOJC)
'Too many questions' delay NOJC stand on divestiture. Jan-34
NOJC urges 'immediate decontrol'. Feb-10
NOJC opposes vacuum-assist gear. Mar-30
A rhubarb between jobber and dealer spokesmen has developed over jobber pricing at their direct retail stations. W.H. Ligon, managing director of Texas Service Station Assn., says two letters from NOJC president Jack Pester on the subject contain "many inaccurate statements." Apr-11
Trade-Show Dilemmas. June-9
*NOJC Divestiture Study: Economic Forces are Key. June-35
*Should Jobbers Get the Functional Discount? pix. June-44

NATIONAL OLD TIMERS' ASSN.
Trucks for training, pic. Jan-15-regions
New England Petroleum Corp. has sued FEA to get another $10.8-million worth of entitlements for residual fuel-oil. Jan-11

NATIONAL PETROLEUM REFINERS ASSN.
NPRA Sees Tightening Supply. May-10

NATURAL GAS
An environmental impact statement drafted by FEA says implementation of the proposed National Gas Emergency Standby Act would probably lead to increased air pollution. Jan-11
Federal court in Washington has refused to halt publication and distribution of a FEA book that allegedly promotes deregulation of natural gas. Feb-11

NATURAL GAS (Continued)
*You can benefit from gas shortage. Feb-46
Standby power market on West Coast going to gas. Feb-76
FPC's higher gas rates will mean higher utility rates. Mar-54
American Public Gas Assn. stirred up another tempest in Washington by calling on 28 Senators to refrain from voting on natural-gas deregulation proposals "until the question of (possibly) illegal campaign contributions is resolved." Apr-11

NET PROFITS
*Company standings change as profit slump continues, chart. Mar-30
Net Profits Make Substantial Recovery in First Quarter, chart. June-33

NEW ENGLAND PETROLEUM CORP.
New York's Gov. Hugh Carey has been cleared of suggestions that he had attempted to influence the Commerce Dept. to grant export licenses favoring New England Petroleum Corp.'s Grand Bahamas refinery. Apr-11

NEW JERSEY
New Jersey issues vapor-emission control rules tougher than EPA's. Feb-24-regions

NEW YORK STATE THRUWAY
Gallonage Drops Significantly at 29 New York Thruway Stations. May-16-regions

NORTH CAROLINA OIL JOBBERS ASSN.
NCOJA sponsors Contest. June-14

NORTH TEXAS MARKETERS ASSN.
New group forms. May-20-regions

NORTHVILLE INDUSTRIES
Capacity to double. Apr-18-regions

NORTHWEST PETROLEUM ASSN.
Rumors of Further Supplier Pullbacks Ruffle Upper Midwest Jobbers. May-24
NWPA Jobbers Name Goerss New President, pic. May-78

NPNOTES AND OPINION
Some gasoline marketers who live by the "low markup" law believe "we haven't seen anything yet" compared to what may come over the next few months if Federal Energy Administration fully lifts price and allocation controls "beyond the refinery gate." Feb-5
Deep market penetration by "independent style" gasoline marketers continues with no relief in sight. Mar-5
The oil industry, especially the marketing segment, has had all sorts of ammunition in recent months to prove its position to American consumers that free enterprise competition in the marketplace is how they get low gasoline prices. Unfortunately, not much has been done. Apr-5

OCCIDENTAL PETROLEUM CORP.
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OCCUPATIONAL SAFETY & HEALTH ADMIN.
Find only 30.5% of plants comply with OSHA. Apr-86
OSHA Alert: Check Test Panel Boards. June-54

OFFSHORE DRILLING
Giving the birds a lift. Feb-22-regions

OIL BURNERS & OTHER HEATING EQUIPMENT
*Why a jobber won't sell replacement burners, pix. Feb-51

OIL BURNERS & OTHER HEATING EQUIPMENT (Cont'd)
Efficiency questioned. Feb-75
Foreign-made burner makers want business. Feb-75
*Heat pumps: still no match for oil burners, chart. Apr-51
Boiler Shipments Up. June-54

OIL HEAT INSTITUTE OF LONG ISLAND
Oil-heat wins round. Mar-14-regions

OIL HEAT INSTITUTE OF WASHINGTON
OHI group gives energy conservation awards to oil-heat customers. Feb-75

OIL SPILLS
ASTM gets involved in spill-control systems. Jan-67
Getting ready for the day when exploratory drilling will start off the Atlantic Coast, 16 oil companies have set up an emergency unit to clean up oil-spill accidents. Mar-11

OLD COLONY PETROLEUM CO.
*Old Colony's self-serve story--Three yesterday...50 tomorrow, pix. Jan-62

OMEGA OIL CO.
Omega Oil Co., Dayton, Ohio, has purchased 12 service stations from Standard Oil (Ohio) in another phase of Sohio's court-mandated divestiture of 400-million gal. annually. Mar-11

OPERATION/EQUIPMENT
*O & E group looks into vexing problems. Jan-66
ASTM gets involved in spill-control systems. Jan-67
FTC acts to clear up model-year designation. Jan-67
Standards change on truck clearance lamps. Jan-67
*Stage 2 vapor recovery: It's up to manufacturers now, pix. Feb-42
New metric law is voluntary; has no compliance deadline. Feb-72
API debunks claims made by author of "Supership". Feb-72
PEI blasts equipment co-ops, blanket orders. Feb-72

OPERATION/EQUIPMENT (Continued)
Rules may permit device to end brake lockup. Feb-73
How a $65 job replaces a project costing $250, pic. Feb-73
Gulf unit plans big boost in LP-gas facility. Feb-73
Bottom loading boosts efficiency at Gulf Canada terminal, pic. Mar-60
*Renovation to meet pollution rules cost Tom Rabe $60,000. Mar-60
How mini fire trucks give in-plant protection, pic. Mar-61
*Why jobber expects 10-year payout of renovated terminal, pix. Apr-68
*Stage 2 vapor-recovery proposals receive an avalanche of industry criticism. Apr-70
Amendments to modify antilock Standard 121. Apr-84
EPA plans way to test evaporative emissions. Apr-86
Find only 30.5% of plants comply with OSHA. Apr-86
Hydraulic brake rules amendment proposed. Apr-86
Segregated ballast required on big tankers. Apr-90
High cost of pollution controls cited. Apr-91
*Stage 2 Vapor Recovery: An Iffy Market for Vacuum-Assist Makers, diag. May-50
*How Exxon Protects Steel Tanks, graph. May-69
DOT Studying Idea of Fuel-Flow Meters in New, Used Automobiles. May-74
EPA to Change Texas Vapor-Recovery Rules. May-74
Tests Show Quiet Tires Can Be Safe, Too. May-76
EPA Tallies Up First-Year Unleaded Score: 53 Violators in All. May-76
*Stage 2 Vapor Recovery: How It Doesn't Work in San Diego, pix. June-60
*How Dresser-Wayne Field-Tests Self-Service Hardware, pix., diagram. June-66
NHTSA Keeps 'Leeway' In Toe-In Specs. June-68
Maintenance Tip: Check Manifold Heat Valve. June-68
Survey Shows Variations in Unleaded's Content. June-71

OPERATION/EQUIPMENT (Continued)
EPA, California Agree on Some Vapor-Recovery Rules, Disagree on Others. June-71
For those who keep record of such things, let it be noted that Federal Register ended the year printing 60,221 pages of regulations... June-73
USCG May Get Involved In Vapor-Recovery Rules. June-73

OPINION
*Develop yourself into a better manager, pic. Jan-35
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OREGON GASOLINE DEALERS ASSN.
Circle S for service. Jan-56

ORGANIZATION OF PETROLEUM EXPORTING COUNTRIES
Political Note: Asked what he would do, as President, if OPEC hiked its crude-oil prices again, Republican Presidential aspirant Ronald Reagan said: "I don't have an answer to that now." Mar-11

PACKAGING
*New success claimed for plastic oil pouches, pic. Feb-60

PASCO INC.
Pasco Inc.'s Sinclair, Wyo., refinery, pipeline, and marketing facilities, have been purchased by Litte America Refining Co., Cheyenne, Wyo., for $72-million. Apr-11

PENNSYLVANIA SERVICE STATION ASSN.
Make sure you read the fine print in vending-machine contracts, warns N.K. Zarwin, legal counsel of Pennsylvania Service Station Dealers Assn. Feb-11

JACK PESTER
*How Jack Pester is building his own jobber empire, pix. Feb-62
A rhubarb between jobber and dealer spokesmen has developed over jobber pricing at their direct retail stations. W.H. Ligon, managing director of Texas Service Station Assn., says two letters from National Oil Jobbers Council president Jack Pester on the subject contain "many inaccurate statements." Apr-11
*Should Jobbers Get the Functional Discount? pix. June-44

PETRO CANADA
Spin-off for Arco? Apr-9

PETROLEUM EQUIPMENT INSTITUTE (PEI)
*How equipment jobbers can get sharper with modern tools. Jan-66
*Marketers are moved around too much, pic. Feb-39
PEI blasts equipment co-ops, blanket orders. Feb-72
Gulf Oil has expanded the marketing-equipment line that raised the hackles of Petroleum Equipment Institute members about two years ago to include gasoline transports and fuel-oil delivery trucks. June-11

PETROLEUM MARKETING EDUCATION FOUNDATION
*Low margins worry PMEF attendees, pix. Jan-32

PETROLEUM MARKETING EDUCATIONAL FOUNDATION (Continued)
Encouraged by Petroleum Retailers Assn. of Colorado, some of its members have formed a cooperative to buy their own stations and negotiate directly with major oil companies for product at a discount. Jan-11
Marathan Oil Co. became the 13th major company to provide support for PMEF. Mar-11

PHILLIPS PETROLEUM CO.
Phillips Petroleum and Douglas Oil have been fined $50,000 each after pleading no contest to federal charges of price-fixing on rebrand gasoline... Feb-11
Card tie-ins dropped. Feb-41
Tosco ready to move. Mar-9
Civil suits totaling more than $1.4-million have been filed by the state of Texas against Gulf Oil Corp. and Phillips Petroleum Corp. for allegedly making illegal campaign contributions in that area. Mar-11
New look for Phillips. Apr-9
*Here's Tosco West Coast Game Plan, pix. May-29
Age-Bias Suit Invites Attention. June-9

PIPES, PIPELINES
*How a small pipeline performs a big job, pic. Mar-64

PITTSTON CO.
Pittston Co. and Belcher Oil are planning to merge if all the essential shareholder, director, and legal approvals can be obtained. May-11

POLITICS
Political Note: Asked what he would do, as President, if OPEC hiked its crude-oil prices again, Republican Presidential aspirant, Ronald Reagan said: "I don't have an answer to that now." Mar-11
*Most presidential candidates want divestiture, says study. Apr-37

POLLUTION, POLLUTION CONTROL
An environmental impact statement drafted by FEA says implementation of the proposed National Gas Emergency Standby Act would probably lead to increased air pollution. Jan-11

POLLUTION, POLLUTION CONTROL (Continued)
N.C. rules okayed. Jan-20-regions
*O & E group looks into vexing problems. Jan-66
Air pollution study. Feb-29-regions
To meet requirements of the Federal Water Pollution Control Act, oil companies are expected to spend $971-million by 1977. Feb-11
New York's Court of Appeals has dismissed two civil suits accusing Mobil Oil of price discrimination. Feb-11
*Renovation to meet pollution rules cost Tom Rabe $60,000. Mar-60
EPA plans way to test evaporative emissions. Apr-86
High cost of pollution controls cited. Apr-91
Pollution Precedent-Setter? June-9
Environmental Protection Agency has suspended its 1979 target date for the issuance of sulfuric-acid standards for automobile exhaust emissions. June-11
Congress says Environmental Protection Agency is dragging its feet in recalling 2.3-million cars that violate air pollution standards. June-11
Clean-Air Law Could Take Business from Stations. June-36

POWERINE OIL
Armour Oil, San Diego, Calif., largest independent oil marketers in Hawaii, has sold all of its properties there--a bulk plant, and six "Armour" brand stations--to Powerine Oil, Santa Fe Springs, Calif. June-11

PRICES & PRICING
Day and night price changes. Jan-9
Minnesota, where product supply was a serious problem two years ago, may have had the lowest gasoline prices in the nation in November. Jan-11
Product glut fosters sharp price competition to move gasoline, fuel oil. Jan-20-regions
*Lundberg questions BLS price data, graphs. Jan-31
*Sharp retail price-cutting rips open gasoline markets, chart, pix. Jan-36

PRICES & PRICING (Continued)
Some gasoline marketers who live by the "low markup" law believe "we haven't seen anything yet" compared to what may come over the next few months if FEA fully lifts price and allocation controls "beyond the refinery gate." Feb-5
Phillips Petroleum and Douglas Oil have been fined $50,000 each after pleading no contest to federal charges of price-fixing on rebrand gasoline... Feb-11
*Who is key to 'management of surpluses?', graph. Feb-18-regions
Some majors, who were heavy losers in gallonage fight, battle back. Feb-22-regions
Political Note: Asked what he would do, as President, if OPEC hiked its crude-oil prices again, Republican Presidential aspirant, Ronald Reagan said: "I don't have an answer to that now." Mar-11
FEA has adopted "final" crude-oil pricing regulations that will remain in effect until May 31, 1979. Mar-11
*Majors begin to battle back to regain gallonage as prices continue to slide, chart. Mar-16-regions
UCO indicted. Mar-20-regions
Be sure FEA knows your violation was a mistake. Mar-119
The oil industry, especially the marketing segment, has had all sorts of ammunition in recent months to prove its position to American consumers that free enterprise competition in the marketplace is how they get low gasoline prices. Unfortunately, not much has been done. Apr-5
A rhubarb between jobber and dealer spokesmen has developed over jobber pricing at their direct retail stations. W.H. Ligon, managing director of Texas Service Station Assn., says two letters from National Oil Jobbers Council president Jack Pester on the subject contain "many inaccurate statements." Apr-11
Courtesy counts. Apr-24-regions
Prices continue to hurt. Apr-24-regions
*Climate warms for rack pricing. Apr-36
Minnesota rack-price bill is a beast. Apr-36
Gasoline Pricing? It's an Alice-in-Wonderland World. May-15-regions

PRICES & PRICING (Continued)
*Will Dealer-Protection Bill Pass? pix. June-31
Gasoline Demand Races Beyond Forecasts. June-32

PRODUCTION
API's annual drilling report said that domestic production declined again in 1975 even though the number of wells drilled increased from 31,600 in 1974 to 37,600 last year. Mar-11

PROFITS
*Auto polishers: Wash profit builders?, pix. Jan-53
*Profits come slowly, do-it-yourself garage owner learns, pic. Feb-89
*Profit centers: can marketing make it on its own? Mar-44

PROJECT INDEPENDENCE
Heat-pump stand eased. Mar-15-regions
*FEA Treats Oil Heat Better in Second Project Independence Report. June-53

PUBLIC SERVICE COMMISSION
PSC fights back. Feb-9

QUARLES-ROBERTSON OIL CO.
*How One Jobber Is Putting Oil Heat Into 180 New Homes, E.Wayne Rountree, Quarles-Robertson Oil Co., Fairfax, Va., pic. May-48

QUICKHEET OIL CO.
Chemtech buys Quickheet. Apr-24-regions

TOM RABE
*Renovation to meet pollution rules cost Tom Rabe $60,000. Mar-60

RONALD REAGAN
Political Note: Asked what he would do, as President, if OPEC hiked its crude-oil prices again, Republican Presidential aspirant, Ronald Reagan said: "I don't have an answer to that now." Mar-11

REFINING, REFINERIES
Steuart Petroleum, Washington, has lost another round in its lengthy fight to build a $160-million refinery at Piney Point, Md. Jan-11
A report that UCO Oil's deal to buy Gulf Oil's Hercules, Calif., refinery, is all but dead prompted company officials to respond otherwise. Jan-11
Giant tower arrives by piggyback, pic. Feb-24-regions
Stiffer Midwest competition? Mar-9
Refinery plans of Belcher Oil Co., Standard Oil of Ohio, Steuart Petroleum Co. and Crown Central Petroleum Co. Mar-12
Coastal's Hercules bid. Apr-9
In anticipation of the sale of its Cushing, Okla., refinery, Midland Cooperatives has sent a required six-month notice to union employes. Apr-11
New York's Gov. Hugh Carey has been cleared of suggestions that he had attempted to influence the Commerce Dept. to grant export licenses favoring New England Petroleum Corp.'s Grand Bahamas refinery. Apr-11
May Startup for Hercules. May-9
Mary Hudson Has a Toehold On Midland Co-op's Refinery, pix. May-31
Heading off what could have been a serious inventory problem this summer, Federal Energy Administration has scuttled a regulation that would have prohibited refiners from banking nonproduct costs for longer than 60 days. June-11
*Will Dealer-Protection Bill Pass? pix. June-31

REGIONS

East

*Mid Continent brand now flies at Reinauer, pix. Jan-14
Self-serve ban lifted. Jan-14
FMA offers merchandise. Jan-15
JOC forges ahead. Jan-15
Tries Mogas brand. Jan-16
Accidents at 55 mph. Jan-16
Trucks for training, pic. Jan-15
New Jersey issues vapor-emission control rules tougher than EPA's. Feb-24-regions
Sun plans new building. Feb-29
Air pollution study. Feb-29
Cutting car use. Feb-29
Cook-ing electric. Feb-29
Meenan extends market area, pix. Mar-14
Oil-heat wins round. Mar-14
Heat-pump stand eased. Mar-15
*Company stations? Yes, but not near lessees, pic. Apr-18
Capacity to double. Apr-18
Gallonage Drops Significantly at 29 New York Thruway Stations. May-17
Meenan Buys Burke. May-16
Value Oil Capitulates and Agrees to Add Unleaded Pumps at 10 Outlets. June-18

Midwest

Product glut fosters sharp price competition to move gasoline, fuel oil. Jan-20
Conoco reclaims oil. Jan-20
*Some marketers see 1976 as critical year for region's jobbers. Feb-19
Unbrandeds gain. Feb-20
Farmland gains ground. Feb-20
*Specter of supplier pullouts weighs heavily on minds of region's jobbers. Mar-20
Gasohol (hic!) sales boom. Mar-20
Used oil for charity, pic. Mar-20
Kids solve energy crunch. Mar-20
Dairy store 'pumper' draws visitors, awed by gasoline volume. Apr-22
Minnesota rate hike. Apr-24
Small jobber mergers. Apr-24
Courtesy counts. Apr-24
Conoco shift no shock. Apr-24

REGIONS (Continued)

Midwest (Continued)

Chemtech buys Quickheet. Apr-24
Prices continue to hurt. Apr-24
Gulf Letters to Jobbers on Picking Up Minimum Contracted Supply Draws Fire. May-14
Union Jobbers Upset. May-14
C-Stores/Self-Serves, Minneapolis Style, pix. May-14
Shell More Agressive. May-15
*Jobbers Now Find That Controls Hurt a Lot More Than They Help. June-22

Southeast

U.S.-made diesel cars coming? Ashland gets ready by testing fuels, pic. Jan-18
S.C. opposes splitting oil. Jan-18
Ration plans draws interest. Jan-20
N.C. rules okayed. Jan-20
*BP Oil trains Gas & Go managers in how to reduce robberies at stations. Feb-20
Fill'er Up?, pic. Feb-20
Private brander expands. Feb-22
Giving the birds a lift. Feb-22
Swann becomes North Carolina's biggest residual independent. Mar-15
Mobil to convert stations. Mar-16-regions
Florida authority upheld. Mar-16
Maryland law voided. Mar-16
Truckstop restaurant can be exempt from minimum wage law, court rules. Apr-20
Tax hike sought. Apr-20
Withdraw and fill up. Apr-20
Waiting room becomes meeting room, pic. Apr-20
Competition opposed. Apr-21
Gasoline Pricing? It's an Alice-in-Wonderland World. May-15
Oppose state legislation. May-15
Antitrust Case to Continue. June-14
Mobil Introduces 'Reelo'. June-14
NCOJA sponsors Contest. June-14
Full-Service Station Thrives Despite Low-Priced Self-Service Competition, pix. June-14
Self-service voted down. June-14
Kyso to continue agents. June-14

REGIONS (Continued)

Southwest
Tax cheating talk surfaces as retail fighting rages in Texas. Jan-16
Arco terminals for sale? Jan-18
Self-service ration climbs. Jan-18-regions
Arkansas tax hike? Jan-18-regions
Some majors, who were heavy losers in gallonage fight, battle back. Feb-22
Giant tower arrives by piggyback, pic. Feb-24
Conoco agents sue. Feb-24
Moore cuts costs. Feb-24
Texas 'key-club' hit. Feb-24
Exxon direct outlet drop. Feb-24
*Majors begin to battle back to regain gallonage as prices continue to slide, chart. Mar-16
Lawsuits hang on. Mar-18
Operating costs under test as majors go on offensive to regain lost volume. Apr-19
'C'-store scramble. Apr-20
'Buyer's Market' Causes Suppliers To Do a Bit of Hard Selling. May-18
Marketers see signs of "the marketplace taking care of divestiture" in recent moves by some majors. May-18
New group forms. May-20
*Mobil Oil's Flying Red Horse Turns Black for Some of Its Distributors. June-15

West
How Arco says it plans to market after federal controls are gone. Jan-24
*Who is key to 'management of surpluses?' graph. Feb-18
*Phase II vapor recovery at service stations blocked by nozzle problem. Mar-18
UCO indicted. Mar-20
*How Phoenix marketers are developing low-margin, high-volume stations, pic. Apr-21

REGIONS (Continued)

West (Continued)
What a Jobber Found Out Posting 13.9¢ for Gasoline--per Liter, That is; Jack Holland, Holland Oil, Hayward, Calif. May-16
Vapor recovery authority. May-16
*Growth Restrictions Put Texaco and Some Jobbers on Collision Course. June-18
Dealers Adopt Arco Ancillary Businesses, pic. June-20

REGULATION
Antitrust exemptions killed. Feb-9
Federal court in Washington has refused to halt publication and distribution of a FEA book that allegedly promotes deregulation of natural gas. Feb-11
*What new FEA regulations mean. Feb-81
Heading off what could have been a serious inventory problem this summer, Federal Energy Administration has scuttled a regulation that would have prohibited refiners from banking nonproduct costs for longer than 60 days. June-11
EPA, California Agree on Some Vapor-Recovery Rules, Disagree on Others. June-71

REINAUER
*Mid Continent brand now flies at Reinauer, pix. Jan-14-regions

RESIDUAL OIL
Swann becomes North Carolina's biggest residual independent. Mar-15-regions
Revisions Will Take Pain Out of Resid Headaches. May-33

SAFETY
Accidents at 55 mph. Jan-16-regions
Hydraulic brake rules amendment proposed. Apr-86

C.H. SCHULT
Farewell and Hail, pic. Feb-83

SEARS ROEBUCK & CO.
Sears Roebuck & Co. is reported to be testing mobile automobile tuneup service in Chicago. Feb-11

SELF-SERVICE
Self-serve ban lifted. Jan-14-regions
*How to fight 'outsiders'--join them, pic. Jan-45
*Old Colony's self-serve story--Three yesterday...50 tomorrow, pix. Jan-62
Self-service ratio climbs. Jan-18-regions
*Self-serve system needs no new wiring, pix. Feb-52
*Self-serves accelerate move to 'gas pumpers'. Feb-55
*Self-serve outlook: Good but risky, chart. Mar-29
Grocery tie-ins growing. Apr-9
Exxon now has about 250 total self-service stations among its approximately 9,500 owned and leased retail units. Apr-11
Dairy store 'pumper' draws visitors awed by gasoline volume. Apr-22-regions
*Latest in self-serves: Coming trend at truckstops?, pix. Apr-44
C-Stores/Self-Serves, Minneapolis Style, pix. May-14-regions
*Split Margins Are Key to Growth Plans, pix. May-57
*C-Store/Self-Serve Mix Makes It in Snow Belt, pic. May-61
Ohio's decision to legalize self-serve gasoline stations reduces the number of holdouts to four. June-9
The latest convenience food chain to get underway and also get into self-service is Dairy Farmer, a division of Barn & Silo Stores Inc. June-11
Mobil Introduces 'Reelo'. June-14-regions
Self-service voted down. June-14
Dealers Adopt Arco Ancillary Businesses, pic. June-20-regions
*A Rural Jobber Tells His Game Plan for Survival; Frank Silkebaken, Belle Plaine Oil Co., Belle Plaine, Iowa, pix. June-49
*How Dresser-Wayne Field-Tests Self-Service Hardware, pix., diagram. June-66

SERVICE STATION
Lundberg Survey's latest count of retail service stations indicates the national total is now 200,000--down 11.6% from the peak of 226,300 recorded in 1972. Jan-11
Legislation restricting the right of oil companies to terminate service-station leases in Pennsylvania has been signed into law by Gov. Milton Shapp. Jan-11
*Sharp retail price-cutting rips open gasoline markets, chart, pix. Jan-36
*Whatever happened to the 'service' in service stations?, cartoon. Jan-56
Circle S for service. Jan-56
*O & E group looks into vexing problems. Jan-66
Fill'er Up?, pic. Feb-20-regions
Some majors, who were heavy losers in gallonage fight, battle back. Feb-22-regions
*Shell tries new 'hex' station design, pix. Feb-59
Omega Oil Co., Dayton, Ohio, has purchased 12 service stations from Standard Oil (Ohio) in another phase of Sohio's court-mandated divestiture of 400-million gal. annually. Mar-11
Mobil to convert stations. Mar-16-regions
*Phase II vapor recovery at service stations block by nozzle problem. Mar-16-regions
NOJC opposes vacuum-assist gear. Mar-30
*How BP Canada's facelifted stations sell more gasoline, pix. Mar-48
FEA keeps watch over rent increases. Mar-119
Texaco is reported by jobber sources to have issued a policy of "no further allowances" for commercial-type business such as big car washes. Apr-11
*Company stations? Yes, but not near lessees, pic. Apr-18-regions
Waiting room becomes meeting room, pic. Apr-20-regions
*How Phoenix marketers are developing low-margin, high-volume stations, pic. Apr-21-regions
Danish dilemma. Apr-72
Environmental Protection Agency says most service stations are complying with requirements that they carry at least one grade of unleaded gasoline. May-11
Witco Chemical Co. has sold 52 service stations to United Refining Co. May-11

SERVICE STATION (Continued)
If lab and field tests of a new Stage 2 vapor-recovery concept confirm the inventor's claim, secondary vapor-recovery units (conversion or incineration) at service stations may not be necessary. May-11
*How Outsiders Are Organizing to Get More Service-Station TBA Business. May-82
A tough bill to protect retail dealers "from arbitrary decisions by large suppliers" has been signed into law by Massachusetts Gov. Michael Dukakis. June-11
Full-Service Station Thrives Despite Low-Priced Self-Service Competition, pix. June-14
Is Station Count Falling Drastically? June-33
Clean-Air Law Could Take Business from Stations. June-36
*Jobber-Dealer Showdown Taking Shape, charts. June-38
*ARCO Finds 'Most Economical Canopy', pic. June-58

SERVICE STATION CRIME
*BP Oil trains Gas & Go managers in how to reduce robberies at stations. Feb-20-regions

SERVICE STATION TRUCK STOPS
*Mid Continent brand no flies at Reinauer, pix. Jan-14-regions
Truckstop restaurant can be exempt from minimum wage law, court rules. Apr-20-regions
*Latest in self-serves: Coming trend at truckstops?, pix. Apr-44
*Truckstop stores expand product lines and lure motorists, pix. Apr-46

7-ELEVEN STORES
Tipoff: Shell Oil has acquired a large-gallonage 7-Eleven convenience store account from Southland Corp., Dallas. Checkback: Shell said it is still negotiating with Southland and that "no contract has been signed yet." Feb-9

SHELL OIL CO.
*How to fight 'outsiders'--join them, pic. Jan-45

SHELL OIL CO. (Continued)
Shell 'Auto Care' plan reaches new test stage. Jan-68
Tipoff: Shell Oil has acquired a large-gallonage 7-Eleven convenience store account from Southland Corp., Dallas. Checkback: Shell said it is still negotiating with Southland and that "no contract has been signed yet." Feb-9
Atlantic Richfield and The Oil Shale Corp. have dropped out of a four-way partnership with Shell and Ashland Oil in the development of a 5,100-acre tract of oil shale in northwestern Colorado. Feb-11
Another tradition has failed in the struggle to manage surplus gasoline. Feb-11
A second major oil company to discontinue a test of catalog sales merchandising at gasoline outlets is Shell Oil Co. Feb-12
*Shell tells fuel-oil jobbers: "Look elsewhere for growth", pix. Feb-36
*Shell tries new 'hex' station design, pix. Feb-59
Shell More Agressive. May-15
Promotion Features Food. June-76
Lube Sales Broadened. June-76

SHORTAGE
*You can benefit from gas shortage. Feb-46
Standard Oil Co. (Ohio) supply planning manager D.O. Maxwell believes that a proposed rule change by FEA could, all by itself, create spot gasoline shortages this summer. Mar-11
Unleaded Gasoline Shortage? May-9

SICO CO.
*Why jobber expects 10-year payout of renovated terminal, pix. Apr-68

FRANK SILKEBAKEN
*A Rural Jobber Tells His Game Plan for Survival; Frank Silkebaken, Belle Plaine Oil Co., Belle Plaine, Iowa, pix. June-49

A.O. SMITH
A.O. Smith, Milwaukee, Wis., has sold its entire meter-systems division, located in Erie, Pa., to Geosource Inc., of Houston, Tex. June-11

GORDON SMITH
Smith Re-Elected President of Illinois Marketers, pic. May-78

SOUTH CAROLINA OIL JOBBERS ASSN.
S.C. opposes splitting oil. Jan-18-regions

SOUTHERN CALIFORNIA GAS
Utility breakthroughs. Jan-9

STANDARD OIL CO. OF CALIFORNIA
Jobbers in Socal's future? Apr-9
Al Stevens Retires After 42-Year Career, pic. June-83

STANDARD OIL CO. OF KENTUCKY
Kyso to continue agents. June-14

STANDARD OIL CO. OF OHIO
Omega Oil Co., Dayton, Ohio, has purchased 12 service stations from Standard Oil (Ohio) in another phase of Sohio's court-mandated divestiture of 400-million gal. annually. Mar-11
Standard Oil Co. (Ohio) supply planning manager D.O. Maxwell believes that a proposed rule change by FEA could, all by itself, create spot gasoline shortages this summer. Mar-11
Refinery plans. Mar-12

STEUART PETROLEUM CO.
Steuart Petroleum, Washington, has lost another round in its lengthy fight to build a $160-million refinery at Piney Point, Md. Jan-11
Refinery plans. Mar-12

ALBERT E. STEVENS
Al Stevens Retires After 42-Year Career, pic. June-83

STORAGE
See also Bulk Plants and Terminals
Capacity to double. Apr-18-regions

SUN CO.
Sun name change. Mar-9
Sun christens companies. Apr-9

SUN OIL CO.
Sun plans new building. Feb-29-regions
Sun name change. Mar-9
Sun-Less Distillates. June-9
Sun Oil Co. henceforth will be known as Sun Co. June-11

SUN OIL CO. (Continued)
Motor Oil Sold in 'Six-Pak'. June-76

SUNMARK INDUSTRIES
Sun christens companies. Apr-9

SUPER SEMINAR
*Low margins worry PMEF attendees, pix. Jan-32

SUPPLY & DEMAND
Demand to increase. Jan-9
Minnesota, where product supply was a serious problem two years ago, may have had the lowest gasoline prices in the nation in November. Jan-11
NPNotes and Opinion. May-5
Gasoline Demand Skyrocketing. May-9
Gulf Letters to Jobbers on Picking Up Minimum Contracted Supply Draws Fire. May-14
*Independents Need Fixed Supply Percent, pic. May-36
*Jobbers Now Find That Controls Hurt A Lot More Than They Help. June-22-regions
Gasoline Demand Races Beyond Forecasts. June-32

SURPLUS
Surplus products are putting open-rack pressures on jobbers. Jan-12
Another tradition has failed in the struggle to manage surplus gasoline. Feb-11
*Who is key to 'management of surpluses?', graph. Feb-18-regions

SWANN OIL CO.
Swann becomes North Carolina's biggest residual independent. Mar-15-regions

DR. L.A. SWANN, JR.
*Independents Need Fixed Supply Percent, pic. May-36

TANKERS
Segregated ballast required on big tankers. Apr-90

TANKS
How a $65 job replaces a project costing $250, pic. Feb-73
*How Exxon Protects Steel Tanks, graph. May-69

TAXES
Thorny tax problem may be settled. Jan-10
An interagency panel--one of eight Ford Administration task forces--has recommended imposition of a 10¢ gal. increase in gasoline taxes over the next decade. Jan-11
Tax cheating talk surfaces as retail fighting rages in Texas. Jan-16-regions
Arkansas tax hike? Jan-18-regions
*Avoid tax traps paying employes. Jan-74
*IRS will check much of what you report. Feb-82
Alcoholism treatment is now deductible. Feb-82
*IRS gets tough on dealer role as employe. Mar-120
It's not too late to use these tax-saving hints. Mar-120
How some changes affect your business. Mar-120
Tax hike sought. Apr-20-regions
How to draw up buy/sell agreements. Apr-96
There are two ways to deduct sales tax. Apr-96
Comprehensive manual gives tax guidance. Apr-96
*How to Write Commission Dealer Contracts. May-34
*Give, and Watch How You'll Save. May-77
How to Save When Children Marry. May-77
*Save by Giving, But Do It Right. June-82
What Your Chances Are of Getting Audited. June-82

TEXACO INC.
Texaco is reported by jobber sources to have issued a policy of "no further allowances" for commercial-type business such as big car washes. Apr-11
Disgruntled Texaco Jobbers. May-9
Texaco says five-year contracts will be offered to nearly 1,000 wholesale distributors throughout the country. May-11

TEXACO INC. (Continued)
So strongly is Texaco opposed to divestiture legislation that it carried its campaign to consumers. May-11
*Growth Restrictions Put Texaco and Some Jobbers on Collision Course. June-18

TEXAS OIL MARKETERS ASSN.
*Mobil Oil's Flying Red Horse Turns Black for Some of Its Distributors. June-15-regions
*San Antonio's Siesta Setting Pervaded By 'Air of Panic' Among Texas Jobbers. June-28

TEXAS SERVICE STATION ASSN.
A rhubarb between jobber and dealer spokesmen has developed over jobber pricing at their direct retail stations. W.H. Ligon, managing director of Texas Service Station Assn., says two letters from National Oil Jobbers Council president Jack Pester on the subject contains "many inaccurate statements." Apr-11
*Should Jobbers Get the Functional Discount? pix. June-44

THE OIL SHALE CORP.
Also see Tosco
Atlantic Richfield and The Oil Shale Corp. have dropped out of a four-way partnership with Shell and Ashland Oil in the development of a 5,100-acre tract of oil shale in northwestern Colorado. Feb-11
*Here's Tosco West Coast Game Plan, pix. May-29

THE WAY I SEE IT
*Develop yourself into a better manager; Gene H. King, Owosso, Mich., pic. Jan-35
*Marketers are moved around too much; Howard Upton, PEI, pic. Feb-39
*It's time to change passthrough structure; Raymond Thomas, Cities Service Oil Co., pic. Apr-39
*Some thoughts on what concerns jobbers; George Le Cuyer, York Oil Inc., Hampton, Va., pix. Mar-33
*Should Jobbers Get the Functional Discount? pix. June-44

RAYMOND B. THOMAS
*It's time to change passthrough structure, pic. Apr-39

TIE-INS
Cities Service Oil Co. has terminated its experiment with catalog sales merchandising at gasoline outlets. Feb-12
A second major oil company to discontinue a test of catalog sales merchandising at gasoline outlets is Shell Oil Co. Feb-12
Card tie-ins dropped. Feb-41
Research before building. Feb-41
Grocery tie-ins up, outlets down. Mar-9
Grocery tie-ins growing. Apr-9
Truckstop restaurant can be exempt from minimum wage law, court rules. Apr-20-regions
Withdraw and fill up. Apr-20-regions

TIRES, BATTERIES & ACCESSORIES
Note: Short Items listed as TBA Briefs are not indexed.
Tires bounce back. Jan-9
AC-Delco enters race with maintenance-free battery. Jan-68
Shell 'Auto Care' plan reaches new test stage. Jan-68
Auto aftermarket sales reported to be gaining. Jan-68
Dealers can make sense with 'new' battery ratings. Jan-68
*Do-it-yourself TBA trend: What it means to oil, pix, chart. Jan-78
*How Shell views company-, dealer-operated self-repair, pic. Jan-81
Uniroyal is anticipating a good year for the tire industry. Feb-11
New TBA chairman Dow: TBA department as profit center, pic. Feb-83
*Profits come slowly, do-it-yourself garage owner learns, pic. Feb-89
Goodyear, Tosco to build tire recycling plant. Feb-90
Coleman Oil's tire store. Apr-12
Champion: systematic tuneup saves fuel. Apr-92
*Windshield wipers: How upheaval affects oil marketing, chart. Apr-100
Washer pumps: Profitable new replacement market. Apr-103
Tests Show Quiet Tires Can Be Safe, Too. May-76
*How Outsiders Are Organizing to Get More Service-Station TBA Business. May-82
Runflat Tire or Temporary Spare is Sought, pic. May-86

TIRES, BATTERIES & ACCESSORIES (Continued)
Monroe Introduces New 'Oil-Saving' Filter. May-86
Latest major to test out the tire-store concept of marketing is Amoco Oil Co. June-11

TOSCO
Also see The Oil Shale Corp.
Goodyear, Tosco to build tire recycling plant. Feb-90
Tosco ready to move. Mar-9

TRANSPORTATION
Tight fits coming. Jan-9
Cutting car use. Feb-29-regions
*How a small pipeline performs a big job, pic. Mar-64
Higher truck operation costs ahead: why and how much. Mar-65
*Better payout causes some independents to buy trucks, pic. Apr-61
Test of Hydrogen-Powered Bus Launched, pic. June-57

TRAVEL
Travel Club Goes East. June-76

TRENDS TO WATCH
Surplus products are putting open-rack pressures on jobbers. Jan-12
Large Lube Merchants Have to Be Alert But May Have More Fun. May-12
Watch Out! Metric Cooperation Could be Antitrust Poison. June-12

TRUCKS, TRUCKING
Trucks for training, pic. Jan-15-regions
FTC acts to clear up model-year designation. Jan-67
Standards change on truck clearance lamps. Jan-67
Rules may permit device to end brake lock-up. Feb-73
How mini fire trucks give in-plant protection, pic. Mar-61
Higher truck operation costs ahead: why and how much. Mar-65
*Better payout causes some independents to buy trucks, pic. Apr-61
Amendments to modify antilock Standard 121. Apr-84

TRUCKS, TRUCKING (Continued)
Gulf Oil has expanded the marketing equipment line that raised the hackles of Petroleum Equipment Institute members about two years ago to include gasoline transports and fuel-oil delivery trucks. June-11

TERRY TYNDELL
Old and New Heads of Agency Like New Setup, pix. May-41

UCO OIL CO.
A report that UCO Oil's deal to buy Gulf Oil's Hercules, Calif., refinery is all but dead prompted company officials to respond otherwise. Jan-11
UCO indicted. Mar-20-regions

UNDERGROUND SEEPAGE
*O & E group looks into vexing problems. Jan-66

UNITED REFINING CO.
Witco Chemical Co. has sold 52 service stations to United Refining Co. May-11

UNIROYAL INC.
Uniroyal is anticipating a good year for the tire industry. Feb-11
Union Jobbers Upset. May-14

HOWARD UPTON
*Marketers are moved around too much, pic. Feb-39

UTILITIES
Utility breakthroughs. Jan-9
PSC fights back. Feb-9
FPC's higher gas rates will mean higher utility rates. Mar-54
NARUC sees reform bill lessening state powers. Mar-54
Fossil-fueled power plants still dominate. Mar-54
Sell to utilities? Watch passthroughs. Apr-95

UTILITIES (Continued)
How FEA Looks At On-Site Generation. June-53

VALLIERE'S OIL SERVICE
*Why a jobber won't sell replacement burners; Valliere's Oil Service, Harrisville, R.I., pix. Feb-51

VALUE OIL CO.
Value Oil Capitulates and Agrees to Add Unleaded Pumps at 10 Outlets. June-18

VAPOR RECOVERY
Vapor-recovery action. Jan-9
A vacuum-assist Stage 2 vapor-recovery unit did some strange things in San Diego, Calif., recently. Feb-11
New Jersey issues vapor-emission control rules tougher than EPA's. Feb-24-regions
*Stage 2 vapor-recovery: It's up to manufacturers now, pix. Feb-42
Vapor troubles mounting. Mar-9
*Phase II vapor recovery at service stations blocked by nozzle problem. Mar-18-regions
NOJC opposes vacuum-assist gear. Mar-30
In the February issue, the last item in column 1 on page 11 mistakenly identified a Stage 2 vapor-recovery unit as a vacuum-assist unit. It was a vapor-balance unit, California authorities have advised NPN. Apr-11
*Stage 2 vapor-recovery proposals receive an avalanche of industry criticism. Apr-70
U.S. Coast Guard, in an advance notion of proposed rule-making, indicates that it may get involved in vapor-recovery in transfer operations... May-11
If lab and field tests of a new Stage 2 vapor-recovery concept confirm the inventor's claim, secondary vapor-recovery units (conversion or incineration) at service stations may not be necessary. May-11
Vapor recovery authority. May-16

VAPOR RECOVERY (Continued)
*Stage 2 Vapor Recovery: An Iffy Market for Vacuum-Assist Makers, diag. May-50
EPA to Change Texas Vapor-Recovery Rules. May-74
Environmental Protection Agency is not necessarily holding out for vacuum-assist equipment as the only way to meet Stage 2 vapor-recovery requirements. June-11
*Stage 2 Vapor Recovery: How It Doesn't Work in San Diego, pix. June-60
EPA, California Agree on Some Vapor-Recovery Rules, Disagree on Others. June-71
USCG May Get Involved in Vapor-Recovery Rules. June-73

VENDING MACHINES
Make sure you read the fine print in vending-machine contracts, warns N.K. Zarwin, legal counsel of Pennsylvania Service Station Dealers Assn. Feb-11

VICKERS PETROLEUM CORP.
McKee Petroleum Corp., Phoenix, Ariz., is reportedly preparing a new start in Milwaukee, Wisc. May-11

C.H. WALSH, JR.
Babikian Succeeds Walsh at ARCO, pix. June-83

WASHINGTON
See also Government
Thorny tax problem may be settled. Jan-10
*Energy law: New rules are coming. Feb-35
*Gulf's slush-fund trauma is making others apprehensive. Feb-37
American Public Gas Assn. stirred up another tempest in Washington by calling on 28 Senators to refrain from voting on natural-gas deregulation proposals "until the question of (possibly) illegal campaign contributions is resolved." Apr-11

WASHINGTON (Continued)
*End controls, industry tells FEA. Apr-33
*Conditional limit on company operation okay: two majors, pix. Apr-35
Resid Controls May Go Off June 1. May-10
Watered-Down Divestiture Bill Gets Subcommittee okay. May-32
Product Decontrol Could Be A Summer Happening. May-33
Showdown Nearing on Divestiture. June-10
New Lease on Life for FEA Anticipated--But for How Long? June-10
*Will Dealer-Protection Bill Pass? pix. June-31
*Gasoline/Distillate Decontrol Outlook: Increasingly Gloomy, pix. June-34

WASTE OIL
Conoco reclaims oil. Jan-20-regions
*O & E group looks into vexing problems. Jan-66
Used oil for charity, pic. Mar-20-regions

WEBACO OIL CO.
*Company stations? Yes, but not near lessees, pic. Apr-18-regions

WHATEVER HAPPENED TO
Cities Service Oil Co. has terminated its experiment with catalog sales merchandising at gasoline outlets. Feb-12
A second major oil company to discontinue a test of catalog sales merchandising at gasoline outlets is Shell Oil Co. Feb-12
Clark's unleaded premium test. Mar-12
Refinery plans of Belcher Oil Co., Standard Oil of Ohio, Steuart Petroleum Co. and Crown Central Petroleum Co. Mar-12
Coleman Oil's tire store. Apr-12

FRANK WHITE
Frank White retires from Mobil, pic. Jan-75

SAM G. WILLCOX, JR.
Farewell and Hail, pic. Feb-83

WISCONSIN PETROLEUM ASSN.
Because Wisconsin jobbers are selling on a jobber tankwagon basis that equates to 6¢ to 10¢ gal. price differential at the pump when compared to those selling at pump rack prices, Wisconsic Petroleum Assn. wants suppliers to resume temporary jobber and dealer allowances. Apr-11

WITCO CHEMICAL CO.
Witco Chemical Co. has sold 52 service stations to United Refining Co. May-11

YORK OIL CO.
*Some thoughts on what concerns jobbers, pix. Mar-33

NPN

NATIONAL PETROLEUM NEWS/McGRAW-HILL'S PUBLICATION FOR MARKETING MANAGEMENT • OPERATIONS • FUEL OIL • TBA/CAR SERVICE

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The Following list comprises some of the category heads and subheads used in this index. IN ADDITION TO THESE, companies, associations, agencies, and a few names are listed under the individual name of the group or person.

	Page
Acquisitions	1
Ahead of the News	2
American Petroleum Institute	3
Antitrust	3
Associations	3
Automotive	4
Aftermarket	4
Car Care	4
Bulk Plants & Terminals	5
Car Wash	5
Catching Up	5
Commission Agents	9
Competition	9
Convenience Stores	9
Corrections	10
Costs	10
Cover Stories	10
Credit	11
Crude Oil	11
Decontrol	12
Diversification	12
Divestiture	12
Energy	13
EPA	14
Expansion	14
FEA	15
Financial	16
Fuel Oil	16
Gasoline	17
Internal Revenue	19
Jobber Operations	19
Legal Tips for Marketers	21
Legislation	21
Letters to the Editor	21
Lubrications	21
Management	21
Marketers Tax Corner	22
Marketing	22
Merchandising, Advertising	23
& Promotion	23
Metric System	24
Motor Oils	25
Natural Gas	26
Net Profit	26
Oil Burners & Other Heating Equipment	26
Operations & Equipment	27
Opinion	28
Pipelines	29
Pollution	29
Prices & Pricing	29
Refining, Refineries	30
Regions	
East	31
Midwest	31
Southeast	31
Southwest	32
West	32
Self-Service	33
Service Station	34
Shortages	35
Supply & Demand	36
Taxes	37
Tie-Ins	37
Tires, Batteries & Accessories	38
Transportation	38
Trucks, Trucking	39
Utilities	39
Vapor Recovery	40
Washington	40

Notes: 1. Asterisk before certain items indicates article length of one or more pages.

2. The NPN Factbook, a statistical and reference yearbook published in mid-May, is not included in this index.

ACQUISITIONS

Powerine-Armour deal. July-15-regions

Kingston Oil Supply Corp., an Exxon jobbership in Port Ewen, N.Y., has granted Petroleum Heat & Power, Stamford, Conn., an option to purchase the family-owned business "under a complicated formula," both sides agreed. Aug-11

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Maxey Grossenbacher, Phillips jobber in Texas's Rio Grande Valley, has purchased Valley Petroleum Co., another Phillips jobber in the same area. Sept-13

Sun Distributors Inc., a subsidiary of Sun Oil, has purchased Walter Norris Corp. Oct-11

Watch interest rules when buying/selling. Oct-73

Another Buyout for Texaco? Nov-9

Hudson holdup. Nov-9

Buyouts raise some eyebrows. Nov-10

Belcher expands. Nov-24-Reg.

ADDITIVES

STP Corp., which already has made a name for itself with its oil and gasoline additives and filters, is going after the specialty products market in its commercial-industrial field. Aug-11

How additives Help Save Operators Heat $65,000 Yearly. Sept-70

AHEAD OF THE NEWS

Gap Closing? National Oil Jobbers Council is believed moving closer to a "more positive position" on divestiture than it had in Atlanta recently. July-9

'Gas' Demand to peak in '80. July-9

U.S. Supreme Court has agreed to decide whether environmental Protection Agency can impose traffic-control plans on states whose programs fail to meet the agency's emission-control concepts. July-9

AHEAD OF THE NEWS (continued)

Now that it has disposed of its West Coast properties, Phillips Petroleum wants to get out of Hawaii too. July-9

The automotive aftermarket will grow at an annual rate of 8.9% to $125.4-billion in 1980, according to Frost & Sullivan, New York market research firm. July-9

There's a move afoot to offer Congress an alternative to divestiture, according to Ashland Oil president Robert E. Yancey. July-9

A McGraw-Hill economics department survey indicates the petroleum industry will spend $690-million in 1976 on product research and development. July-9

President candidate Jimmy Carter seems to favor horizontal divestiture but he isn't sure about vertical dismemberment. July-9

An eastern jobber has begun a study to determine what his competitor's operating costs are. July-9

Hudson Deal Looking Better. Aug-9

Unleaded Worries Eased. Aug-9

Atlantic Offshore Leases. Aug-9

Less Gas for Next Winter. Aug-9

West Coast Marketing Changes. Aug-9

Mobil Bumps Texaco as No. 2. Aug-9

New Refinery for Virgin Islands. Aug-9

Arco Diversification. Aug-9

Dealer-Day Bills. Aug-9

Shell Crude for Hudson? Sept-11

Electronic computer rings bell. Sept-11

Self-service donnybrook.Sept-11

Car-wash bonanza. Sept-11

Foreign oil price hike coming. Sept-11

Red Alert for Unleaded Gasoline. Sept-11

Drive-off problems increase. Sept-11

Vanishing service stations. Sept-11

Reversing nonservice trend. Sept-11

Tougher Taxes for Big Oil. Sept-11

Rentboosts for Exxon retailers. Oct-9

Hudson gets Cushing refinery. Oct-9

Price war law suit. Oct-9

Rig time for Atlantic drilling. Oct-9

Sunmark steps out. Oct-9

Tire makers lose one. Oct-9

Maintenance-Free Batteries in 1980. Oct-9

Jet-fuel demand to soar skyhigh. Oct-9

Show tires may be problems. Oct-9

Another Buyout for Texaco? Nov-9

AHEAD OF THE NEWS (continued)
New engine for Ford. Nov-9
Vapor-recovery seminar. Nov-9
C-store gets Hawaiian outlets. Nov-9
R.I. legal challenge. Nov-9
Hudson holdup. Nov-9
End in sight for jobber conversions. Nov-9
Electric car defused. Nov-9
Spare tires out? Nov-9
More C-stores for Citgo. Nov-9
Gulf may leave Pacific Northwest. Dec-9
Amoco tests another secondary. Dec-9
Vapor-recovery seminar. Dec-9
Credit-cards to stay. Dec-9
Arco abondons Texas. Dec-9
New approach for API. Dec-9
Spreads are spreading. Dec-9
Rental rebates. Dec-9
Metric tires in the works. Dec-9
Mobil promotes Butler. Dec-9
Crude solutions. Dec-9
Gibbs C-store bound? Dec-9
Rack-pricing dilemma. Dec-9

ALABAMA OIL CO. OF NORTH ALABAMA, INC.
Jobber Gets in Fighting Trim by Cutting Small Deliveries, Accounts, Bulk Plants. Sept-22-Regions

ALLIANCE PETROLEUM CORP.
Former Phillips Jobbers Organize What Could Be Largest Independent in West. Sept-16

ALLOCATION
Violations of Federal Energy Administration's allocation and pricing regulations are going to be dealt with more severely than in the past. July-11
Make sure price is allocated among assets. Sept-123

ALYESKA PIPELINE CO.
Crude Glut Coming? July-15-Regions

AMERADA PETROLEUM CORP.
A federal court in New York has deemed inappropriate a class-action suit that sought to rescind the June, 1969, merger of Hess Oil & Chemical Co. into Amerada Petroleum Corp. Sept-13

AMERICAN PETROLEUM INSTITUTE (API)
*Atlanta Meetings: Unrest Surfaces at API/NOJC/Sigma. July-30
*API Gets Differences Out on Table At Spring Meeting, pix. July-32
From API with Appreciation, pic. July-92
Farewell Appearance, pic. July-92
API Report: Fewer Stations Are Being Closed. chart Aug-36
*API to EPA: Why oil opposes stage 2 rules. Aug-72
There are still more "deaths" than "births" in the U.S. service-station population, according to American Petroleum Institute. And while the death rate is slowing down, the birth rate is picking up a little. Oct-11
New approach for API. Dec-9
O&E grapples with three vexing problems. Dec-40

AMOCO OIL CO.
Jobber Ranks Increase. July-16-Regions
Amoco, OSHA Disagree on What's a Station, pic./July-54
Billing program tested. Aug-53
How Amoco combines self-serve and automotive service. pic. Oct-47
End in sight for jobber conversions. Nov-9
Amoco tests another secondary. Dec-9
Amoco has realigned its marketing department to strengthen relationships between manufacturing and marketing demands. Dec-11

ANTEL, INC.
Lawsuits plague suppliers. Sept-22-Regions

ANACONDA CO.
Arco Diversification. Aug-9

THE ANDERSON CO. (ANCO)
*New Anco campaign seeks answer: Can stations win back lost sales? pic. Aug-86

ANTIFREEZE
Ad program announced. Aug-66
With inventories up, prices down, production slumping, and the outlook depressing, the antifreeze market is hurting. Dec-11

ANTITRUST
Antitrust suit. Nov-16-Reg.

ARKANSAS OIL MARKETERS ASSN.
Proposed 'gas' tax hike and decontrol are concerns of Arkansas jobbers, pix. Oct-27
Prayer breakfasts are catching on big as a feature of state jobber conventions. pic. Oct-75
Arkansas Marketers' new president sees tax problems as big in 1977, pic. Oct-75

ARMOUR OIL CO.
Now that it has disposed of its West Coast properties, Phillips Petroleum wants to get out of Hawaii too. July-9
Powerine-Armour deal. July-15-Regions

ASHLAND OIL INC.
Ashland changes stations. Aug-20
Ashland Oil says it will expand its 136,000 b/d refinery at Catlettsburg, Ky. Dec-11
Ashland to boost unleaded 'gas'output'. Dec-42

ASSOCIATIONS
Jobber ranks increase. July-16
Association Fined. July-20-Regions
ESPA: Jobbers Head Encouraging News as Well as Some Bleak, pix. July-20
Nebraska Jobbers Perturbed About Posting in Upper 40¢-gal. Range. July-24
*Atlanta Meetings: Unrest Surfaces at API/NOJC/Sigma. July-30
Rocky Mountain States Take a Stand, pic. July-31
*API Gets Differences Out on Table At Spring Meeting, pix. July-32
Sigma: What You Think You Want To Hear Isn't Always That Trenchant. July-33
*Decontrol, Divestiture in Spotlight, pix. July-43
*Why Be Optimistic About Station TBA?, pix., charts, July-94
New Jersey Group Elects Dixon as President,

ASSOCIATIONS (Continued)
Proposed 'gas' tax hike and decontrol are concerns of Arkansas jobbers, pix. Oct-27
'Car grooming' is theme. Oct-60
Intermountain Oil Marketers head covers area by air. pic. Oct-75
Prayer breakfasts are catching on big as a feature of state jobber conventions. pic. Oct-75
Arkansas Marketers' new president sees tax problems as big in 1977, pic. Oct-75
Business is good and getting better, say PEI members at recent meeting. Nov-24
William J. Mascott heads Petroleum Equipment Institute., pic. Nov-75
*Can cooperative TBA efforts help pep up sagging station share? pix. Nov-78
*Majors, independents debate the pros and cons of major direct marketing, pix. Dec-20
*Differences patched up: but look out, pix. Dec-29

ATLANTIC RICHFIELD CO.
Sale of Atlantic Richfield's East Chicago refinery to CF Petroleum, a corporation owned by nine farmsupply cooperatives, for $80-million and other considerations has been completed. July-11
Arco Diversification. Aug-9
Bicentennial Salute, pic. Aug-22
How total self-serve didn't work for an arco service dealer, pic. Oct-48
Arco abandons Texas. Dec-9
A New service for Atlantic Richfield's credit-card holders with incomes of at least $15,000 a year is a loan-by-mail program. Dec-11.

ATLANTIC TERMINALS CORP.
Atlantic Terminals Corp., which operates a small topping plant at Newington, N.H., wants to add some No. 2 fuel oil to its 12,000 b/d output. Dec-11

THE AUGSBURY CORP.
Three long-time Northeast jobbers sell gasoline/distillate businesses. Dec-18-Reg.

AUTOMATION
*What Shell Is Finding Out About Docutel at Stations and a Car Wash, pix. July-14
Electronic computer rings bell. Sept-11
*Jobber looks to computer for success in Salary operations. pic. Sept-54

AUTOMOTIVE
MPG Race Will Expand Auto Service Business. July-97
STP Corp., which already has made a name for itself with its oil and gasoline additives and filters, is going after the specialty products market in its commercial-industrial field. Aug-11
Skyrocketing increases in automobile-operating costs can't be blamed on gasoline-price hikes, says Runzheimer & Co., automotive statistical consultants. Sept-13
A Pennsylvania manufacturer of "gas-saver pills" has agreed to pay Maryland $4,300 in civil penalties and investigative costs as a result of unfair and deceptive trade-practice charges brought by the state. Sept-13
Unleaded 'conversions'. Sept-21
New engine for Ford. Nov-9
Electric car defused. Nov-9
A University of California study has concluded that San Francisco's $1.6-billion commuter railroad system is not luring people away from their cars. Dec-11

AUTOMOTIVE AFTERMARKET
The automotive aftermarket will grow at an annual rate of 8.9% to $125.4-billion in 1980, according to Frost & Sullivan, New York market research firm. July-9
*How Beacon Oil runs circles around auto-supply wholesalers, pix. Aug-84

AUTOMOTIVE CAR CARE
Survey Shows Big Need For Engine Maintenance, pic. July-96
*Shell's Auto Care Plan: It's Different and Could Work, pic. Sept-128
*Car Service is here to stay: How self-serve can help, pix, graph, charts, cartoon. Oct-44
How Amoco combines self-serve and automotive service. pic. Oct-47
How total self-serve didn't work for an Arco service dealer, pic. Oct-48
Socal's service ads ring a public bell, cartoon. Oct-49

BP CANADA
BP Canada's first woman DSM is 'splendid', pix. Oct-52

BP DENMARK
*How BP Denmark fought--and switched, pix.

BANDAG
Bandag Promotes Public Acceptance of Retreads. July-96

EARL BARRINGER
*Earl Barringer, veteran North Carolina marketer, is self-service 'convert', pic. Oct-16-Regions

RICHARD BARLETT
Rocky Mountain States Take a Stand, pic. July-31

BEACON OIL
*How Beacon Oil runs circles around auto-supply wholesalers, pix. Aug-84

BELCHER OIL CO.
Belcher Oil Moves Into Georgia and South Carolina with Savannah Terminal. July-18-Regions
Belcher adds storage. Oct-20-Regions
Buyouts raise some eyebrows. Nov-10
Belcher expands. Nov-24-Reg.

BILL BENTON
Arkansas Marketers' new president sees tax problems as big in 1977, pic. Oct-75

H. E. BERG
J. Paul Getty Dies in London; Berg Named Acting President. July-10

FRED BERLETTA
Four-star marketer, pic. Dec-72

BLACKS
Black fuel-oil marketer's refinery dream is still alive, pic. Dec-20

JACK BLUM
Two familiar faces have moved into new surroundings in Washington. Oct-11

BOTTOM LOADING
*Vapor Controls: Things May Get Better Before They Get Worse. July-53
High-level alarm uses fiber optincs. Oct-69

BULK PLANTS & TERMINALS
Environmental Protection Agency says it has legal authority to regulate tanker emissions and, if warranted, prohibit construction of a proposed Standard of Ohio terminal in Southern California. Oct.11
High-level alarm uses fiber optincs. Oct-69
*Add a self-serve to your bulk plant; Dan Martin, Martin Oil, Fresno, Calif., pix. Nov-56

BUSINESS WEEK
Heat pump article is assailed. Dec-32

W. V. BUTLER
Reaction to Butler letter is mixed. Sept-33
Mobil promoted Butler. Dec-9

CF PETROLEUM
Sale of Atlantic Richfield's East Chicago refinery to CF Petroleum, a corporation owned by nine farm-supply cooperatives, for $80-million and other considerations has been completed. July-11

CRA INC.
Farmland Industries' refining subsidiary CRA Inc., plans to expand the Coffeyville, Kans., refinery from 47,000 b/d to 62,500 b/d by using several major components purchased from Cities Service's idle East Chicago plant. Aug-11

CALIFORNIA INDEPENDENT OIL MARKETERS ASSN.
Jobbers Seek Exemption. July-15-Regions

CALIFORNIA SERVICE STATION ASSN.
CSSA is offering Purolator private-label "group 7" oil and air filters at "rack prices" delivered to paid-up members anywhere in the state. July-11

CAPITAL SPENDING
A McGraw-Hill economics department survey indicates the petroleum industry will spend $690-million in 1976 on product research and development. July-9
Capital spending in marketing to jump 67%, top $1-billion. Dec-46
Big spending plans? Not on new units, say operations men. Dec-48

CAR WASH
Car-wash bonanza. Sept-11
Chevron dealer can wash any kind of vehicle at his two adjacent wash/stations. pix. Sept-16
Car grooming can give car-wash operators a 60% to 70% growth in profit margins. Dec-11
How Dutch jobber runs self-serves and car washes, pix. Dec-71

JIMMY CARTER
Presidential candidate Jimmy Carter seems to favor horizontal divestiture but he isn't sure about vertical dismemberment. July-9

CARTER & SCHULER ASSOCIATES
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CARQUEST
WD Group Reports Swift Expansion. July-97

CATCHING UP
Exxon is telling its credit-card customers that synthetic motor oils offer only one proven advantage over petroleum oils ...July-11
All marketers in Mobil Oil's New York office up to marketing VP are involved in a projected move of the company's U.S. marketing and refining division to Fairfax County, Va. July-11
Oil Companies may soon have to disclose their vital statistics on oil and gas reserves, net production, and their total number of wells. July-11
OPMA has put itself on record as being adamantly opposed to divestiture or divorcement, or any other form of governmental intervention in the petroleum industry. July-11

CATCHING UP (Continued)

Sale of Atlantic Richfield's East Chicago refinery to CF Petroleum, a corporation owned by nine farm-supply cooperatives, for $80-million and other considerations has been completed. July-11

Petroleum refiners will have to make capital investments of nearly $6-billion between 1974 and 1983 to comply with Environmental Protection Agency's air and water-pollution regulations, according to an EPA-commissioned study. July-11

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Violations of Federal Energy Administration's allocation and pricing regulations are going to be dealth with more severely than in the past. July-11

Denver, Colo.'s town council, by a 7 to 5 vote, has finally authorized self-service gasoline marketing within city limits. July-11

Petroleum Marketing Education Foundation has two new members. July-11

Senate Finance committee's recent proposal to allow refundable tax credits up to $1,000 for electric-heat pump installations in existing homes drew a sharp blast recently from National Oil-Fuel Institute's Robert D. Lynch. Aug-11

Chevron Oil has bought Savory Oil, Vestal, N.Y., a 15 to 16-million gal. jobbership it has been supplying for the past several years. Aug-11

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STP Corp., which already has made a name for itself with its oil and gasoline additives and filters, is going after the specialty products market in its commercial-industrial field. Aug-11

Energy Action, a Washington-based antioil group, has taken dead aim at oil-company lobbying and advertising programs against divestiture. Aug-11

CATCHING UP (Continued)

Mary Hudson, Hudson Oil, Kansas City, is the only marketer among the four women in the oil industry selected by Business Week in its list of 100 top Corporate women in the U.S. Aug-11

A curious news release from texaco raises a question of whether the nation's No. 2 company does--or does not--have faith in a future for oil heat. Aug-11

Though it is meaningless now, except for the legal principle involved, U.S. Supreme Court recently upheld the authority of the President to impose import fees on crude-oil. Aug-11

A California law closely resembling the the Robinson-Patman Act has been declared unconstitutional by U.S. district court in San Francisco. Aug-11

Kingston Oil Supply Corp., an Exxon jobbership in Port Ewen, N. Y., has granted Petroleum Heat & Power, Stamford, Conn., an option to purchase the family-owned business "under a complicated formula," both sides agreed. Aug-11

On a 2 to 1 vote, Federal Trade Commission has okayed the proposed sale by Pasco Inc. of its Wyoming refinery and other petroleum-related facilities for $78-million. Aug-11

Sunmark Industries has sold 34 outlets in Vermont and New Hampshire to W. A. Sandri Inc., Greenfield, Mass. for an undisclosed sum. Sept-13

Bicentennial '76 and the Fourth of July weekend failed to generate as much driving --and as much gasoline consumption--as had been generally expected. Sept-13

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Maxey Grossenbacher, Phillips jobber in Texas's Rio Grande Valley, has purchased Valley Petroleum Co., another Phillips jobber in the same area. Sept-13

Major oil-company executives were excited recently over the display advertisements in "The New York Times" of a small New Jersey jobber, Value Oil. Sept-13

Shareholders of The Oil Shale Corp., Los Angeles, have authorized the company to shorten its name to Tosco Corp. Sept-13

CATCHING UP (Continued)

A resolution criticizing two unnamed majors for taking actions "inimical" to the "business future and welfare" of diesel-fuel whosesalers following decontrol was adopted recently by by Louisiana Petroleum Marketers Assn. Sept-13

Data supplied exclusively to NPN by Mobil Oil indicates its distributors and dealers have remarkably long tenures with the company. Sept-13

Indiana's fire marshal has started rigid enforcement of regulations which require retail gasoline stations to have an employee on hand whose sole responsibility is supervision of gasoline sales. Sept-13

Skyrocketing increases in automobile-operating costs can't be blamed on gasoline-price hikes, says Runzheimer & Co., automotive statistical consultants. Sept-13

A Pennsylvania manufacturer of "gas-saver pills" has agreed to pay Maryland $4,300 in civil penalties and investigative costs as a result of unfair and deceptive trade-practice charges brought by the state. S Sept-13

A federal court in New York has deemed inappropriate a class-action suit that sought to rescind the June, 1969, merger of Hess Oil & Chemical Co. into America Petroleum Corp. Sept-13

The last holiday weekend of the summer-Labor Day-found prices stabilized and supplies abundant. Oct-11

Static electricity was blamed for two explosions that levelled a service station in Gadsden, Ala., causing extensive damage in the neighborhood, and taking the lives of three firemen. Oct-11

Exxon Corp. is contributing $50,000 to a New England Fuel Institute program to help set up a vocational-type training school for the use of solar heat as an adjunct to oil heat. Oct-11

Martin Oil Services, Chicago, has signed a proposed consent agreement with Federal Energy Administration to refund more than $1.6-million in gasoline over-charges. Oct-11

Two familiar faces have moved into new surroundings in Washington. Oct-11

CATCHING UP (Continued)

Sun Distributors Inc. a subsidiary of Sun Oil, has purchased Walter Norris Corp. Oct-11

There are still more "deaths" than "births" in the U.S. service-station population, according to American Petroleum Institute. And while the death rate is slowing down, the birth rate is picking up a little. Oct-11

Present and past executives of Phillips Petroleum reacted with surprise and indignation at a federal indictment charging them and the company with allegedly concealing $3-million in corporate funds in Swiss bank accounts and secret headquarters cache. Oct-11

Nine men have been arrested for tapping gasoline pipelines operated by Colonial and Plantation pipeline companies in the Southeast.Oct-11

Getty Oil says it will fight a Federal Energy Administration claim that it overcharged Standard of Ohio $34.8-million in an international swap of crude. Oct-11

Mobil apparently has gotten a clean bill of health from Justice Department in its purchase and merger of Marcor Inc. earlier this year. Oct-11

Environmental Protection Agency says it has legal authority to regulate tanker emissions and, if warranted, prohibit construction of a proposed Standard of Ohio terminal in Southern California. Oct-11

U.S. oil companies are slowing down the rate of their capital investments abroad. Oct-11

National Assn. of Texaco Consignees has changed its name to National Assn. of Texaco Wholesalers to reflect the growing interest and participation of jobbers. Nov-11

Some C-store operators in Texas say snitching of product by transport drivers is on the increase. Nov-11

A California court of appeal has dismissed a $30-million class-action suit alleging that Standard of California's F-310 gasoline did little or nothing to reduce smog. Nov-11

CATCHING UP (Continued)

Second U.S. district court is expected to rule any time on the appeal of county, state, and environmentalist groups against offshore exploration and drilling in the Atlantic. Nov-11

With investories up, prices down, production slumping, and the outlook depressing, the antifreeze market is hurting. Nov-11

The Georges Bank area off the New England Coast contains some areas that "look favorable and promising," says Shell Oil's Gordon Phillipson, a staff geologist on a seismic vessel. Nov-11

Delaware environmental officials have proposed regulations to prohibit the burning of waste oil in industrial burners. Nov-11

Phillips Petroleum's board has given its chief executive officer, chairman W. F. Martin, a vote of confidence despite his indictment on federal tax charges. Nov-11

New England states have been warned that the "competition which is now developing among them is largely destructive and self-defeating" in relation to offshore development of oil and gas resources. Nov-11

A court suit has been filed by 17 gasoline-station operators in northern New Jersey to block Cities Service from converting their outlets to pumpers and doing away with service bays. Nov-11

Transport deliveries, instead of small tankwagon drops, are on the increase in some agricultural areas. Nov-11

Federal Energy Administration has given Congress a copy of its "contingency conservation plan" for use during future shortages crises. Nov-11

Two independent fuel-oil firms are disappearing from the scene. Dec-11

Petroleum Resellers Assn. of America has been organized to give a "unified voice". Dec-11

A new service for Atlantic Richfield's credit-card holders with incomes of at least $15,000 a year is a loan-by-mail program. Dec-11

A far-reaching opinion survey indicates seven out of 10 people believe oil companies and Arab nations are the main causes of higher gasoline prices. Dec-11

Car grooming can give car-wash operators a 60% to 70% growth in profit margins. Dec-11

CATCHING UP (Continued)

Atlantic Terminals Corp., which operates a small topping plant at Newington, N.H., wants to add some No. 2 fuel oil to its 12,000 b/d output. Dec-11

As part of its deal to buy Midland Cooperatives' 19,000 b/d refinery at Cushing, Okla., Hudson Oil wants Federal Energy Administration to reclassify it as a "small refiner." Dec-11

With inventories up, prices down, production slumping, and the outlook depressing, the antifreeze market is hurting. Dec-11

Seaway Pipeline, owned by seven midwestern firms, has its 510-mile crude-oil pipeline from Freeport, Tex., to Cushing, Okla., in operation. Dec-11

Amoco has realigned its marketing department to strengthen relationships between manufacturing and marketing demands. Dec-11

USA Petroleum, Santa Monica, Calif., is building a self-serve gasoline station on Oahu, the first of five or six planned for the Hawaiian Islands. Dec-11

A University of California study has concluded that San Francisco's $1.6-billion commuter railroad system is not luring people away from their cars. Dec-11

Ashland Oil says it will expand its 136,000 b/d refinery at Catlettsburg, Ky. Dec-11

The specter of a worldwide oil shortage is scare talk says Robert D. Lynch, VP of National Oil Fuel Institute. Dec-11

CHAMPION SPARK PLUG

Survey Shows Big Need For Engine Maintenance, pic. July-96

CHAMPLIN PETROLEUM CO.

OSHA board lifts $25 fine. Dec-42

CHARLESTON OIL CO.

Billboard Boosts Conservation, pic. Aug-21

CHEVRON OIL CO.

Chevron Oil has bought Savory Oil, Vestal, N. Y., a 15 to 16-million gal. jobbership it has been supplying for the past several years. Aug-11

Chevron Now Umbrella for Six Firms. Sept-34

CHEVRON U.S.A. INC.
*How fledgling Chevron U.S.A. was hatched. pix. Nov-29

"CIRCO"
Sunmark steps out. Oct-9

CITIES SERVICE
*L. T. White, jobber booster, elected. Aug-76
*Citgo seeks to change image from 'major' to 'regional independent'., pic. Oct-38
More C-stores for Citgo. Nov-9
Will Citgo and Exxon Pricing moves ignite gallonage war?. Nov-32

CLUGSTON-EKWALL OIL
More mergers and sellouts. Oct-22-Regions

COLORADO-WYOMING-NEW MEXICO PETROLEUM MARKETERS ASSN.
Rocky Mountain States Take a Stand, pic. July-31

COMMISSION AGENTS
Jobber Ranks Increase. July-16-Regions
*Breakthrough on commission dealer ruling? Aug-80
Jobbers, Jobber Margins End in sight for jobber conversions. Nov-9

COMMONWEALTH OIL & REFINING CO.
New Marketing Strategy, pic. July-92

COMPETITION
Distillate Decontrol Won't Hurt Price, Would Boost Competition, It's Said, pix. July-36
*Supplier's Direct Competition Makes Diversifying Essential, Jobbers Say, pic. Aug-52
*Marathon's Ecol refinery: Will it stiffen competition?, pic. Nov-31
*Competitive, Big-volume lube sales can be profitable, pic. Nov-41
*Competition fosters trading stamp revival, drawing. Nov-69
*Lookahead Marketers, graphs. Dec-45
Competition, prices, receivables to strain fuel-oil profits. Dec-49
*MF battery free-for-all: Something for you? chart. Dec-52

COMPETITIVE ALLOWANCES
*Supply Crunch Spawns Allowances, pic. July-29
Price supports return. Aug-29-Regions

CONGRESS
*Congress and the 3 D's: An Update for Marketers, pix. July-34
Future Rack Pricing Developments May be in Congress's Hands. Aug-12
Elections won't hurt, may help oil's pull in Congress. Oct-33

CONSERVATION
Jobbers, Jobber Margins Energy Conservation: There's Room for Jobbers. July-38
Billboard Boosts Conservation, pic. Aug-21-Regions
Federal Energy Administration has given Congress a copy of its "contingency conservation plan" for use during future shortage crises. Nov-11

CONTINENTAL OIL CO.
How discounts can reduce overcharges. Aug-79
NPNotes and Opinion. Sept-7
Conoco sale. Sept-18

CONTROLS
Market Conditions Are Normal Since Onset of Controls: All Fouled Up. Sept-17
Study Finds Future Margins Tight. Sept-32
*Talks with marketing execs point up wide range of uncertainties. Sept-56

CONVENIENCE STORES
New Company Formed. July-48
NPNotes and Opinion. Aug-5
'*Starvin Marvin.' Convenience Stores Feed Globe Oil Outlets Well, pix. Aug-20
*Kyso tests C-store marketing, pic. Aug-64
Sun and Stop-N-Go Boards Approve Merger, pic. Aug-66
Saturation of C-Stores is putting pressure on gasoline margins. Sept-14
Closed Shell Station Becomes a C-Store/Self-Serve. pic. Sept-22-Regions
*C-stores/self-serves: a present remedy for a low-margin future? pix. Sept-75

CONVENIENCE STORE (Continued)
Most repeat customers buy gasoline and food at C-stores, pic. Sept-79
Gulf signs agreement. Oct-20-Regions
Convenience store or supermarket? pix. Oct-60
*C-Stores/Self-Serves: Is there something there for you? pix. Oct-77
NPNotes and Opinion. Nov-5
C-store gets Hawaiian outlets. Nov-9
More C-stores for Citgo. Nov-9
Some C-store operators in Texas say snitching of product by transport drivers is on the increase. Nov-11
Convenience stores find gasoline good for the bottom line. Nov-12
*Old and new convenience stores thrive in Arkansas' Ozarks, pix. Nov-70
Gibbs C-store bound. Dec-9
Direct marketing, C-stores, Alaska Oil to keep margins low. Dec-49
*Sharp tips for oil marketers from the C-store guys, charts, pix. Dec-62
Here are one C-store chain's display secrets, pix. Dec-66

CO-OPS
Sale of Atlantic Richfield's East Chicago refinery to CF Petroleum, a corporation owned by nine farm-supply cooperatives, for $80-million and other considerations has been completed. July-11
CENEX sales up. July-16-Regions
Co-ops Still At It. July-16
*What the 'New Economics' is doing to the old farm market. Nov-48

CORRECTIONS
In the 1976 Mid-May Factbook Issue...July-11
Following corrections should be made to the 1976 NPN Factbook Issue: Page 75: Lube Oil Sales--U.S. sales table in upper righthand corner should be in millions of barrels, not gallons. Page 83: Wholesale price trends, the 1975 figure for motor gasoline should be 30.27¢ ga., not 20.27¢ Sept-13

COSTS
An eastern jobber has begun a study to determine what his competitor's operating costs are. July-9
*How The Magic Of Self-Serve Cost-Cutting Works, pix., chart. July-57

COSTS (Continued)
Skyrocketing increases in automobile-operating costs can't be blamed on gasoline-price hikes, says Runzheimer & Co., automotive statistical consultants. Sept-13

COURT ACTION
7 Indicted as Gasoline Price-Fixers. July-10
UCO suit dismissed. July-15-Regions
Association Fined. July-20
*How Court Decisions Affect Energy Rules. July-89
Oil Broker Goes to Jail for Fraud. Aug-10
A California law closely resembling the Robinson-Patman Act has been declared unconstitutional by U.S. district court in San Francico. Aug-11
What Two Supreme Court Setbacks Mean to Oil Industry.
Lawsuits plague suppliers. Sept-22
Tire makers lose one. Oct-9
Present and past executives of Phillips Petroleum reacted with surprise and indignation at a federal indictment charging them and the company with alledgedly concealing $3-million in corporate funds in Swiss bank accounts and secret headquarters cache. Oct-11
R. I. legal challenge. Nov-9
A California court of appeal has dismissed a $30-million class-action suit alleging that Standard of California's F-310 gasoline did little or nothing to reduce smog. Nov-11
Second U.S. district court is expected to rule any time on the appeal of county, state, and environmentalist groups against offshore exploration and drilling in the Atlantic. Nov-11
Trade law booted. Nov-15-Reg.
Arizona files oil suit. Nov-15-Reg.
Court rules FEA has no jurisdiction over credit. Nov-73
Court stands behind FEA auditing rights. Dec-69

COVER STORIES
*Sawing a pretty girl in half is an old sideshow trick of illusory legerdemain. Some marketers are proving almost as facile and fascinating in their self-serve operations, cutting costs and conjuring up volume almost from nowhere. Self-serves are changing the facing of oil marketing, pix., chart July-58

COVER STORIES (Continued)
*Though spokesmen at major companies don't like to talk about it, security protection for their key executives is getting tighter all the time. It's more stringent at some companies than others, but with the recent recurrence of extortion and bomb threats, protection is likely to grow even more, pic., Aug-48.
*Three years after Bill Englefield became a jobber his net worth had dropped to minus $40,000. Now, 10 years later, it's conservatively estimated at $600,000. How he brought about his dramatic business reversal and became a real superjobber is revealed here. pix. Sept-46
For marketers who have thought self-service is running automotive service out of the gasoline business, here's a startling report. How the two can be highly compatible and in fact are emerging as the Terrific Twosome of the Seventies, pix, graph, chart, cartoon, Oct-44
*With transportation costs up 25% to 60% over the past three years, marketers are trying to reduce fixed costs--to squeeze the tube, in effect, to get every last bit out of it. An NPN survey found marketers are exploring as many as 10 areas for ways to save, pic., chart Nov-52
The C-store invasion of gasoline marketing, a minor beachhead three years ago, is now a blitzkrieg, Here's an in-depth report on what C-store marketers can tell you about selling groceries profitably. Included is an analysis of bottomline findings. Must reading for every alert marketer, pix., charts. Dec-62

CREDIT
Exxon is telling its credit-card customers that synthetic motor oils offer only one proven advantage over petroleum oils... July-11
*Credit-Card Charge: Is it Coming? July-44
*Talks with marketing execs point up wide range of uncertainties. Sept-56
Credit data offered. Sept-62
Good news: the Fed will admit to its errors. Sept-123
Collection rate stays high. Oct-60
Tie-in agreement signed. Oct-60
Check credit wording in your statements: Sam Borenkind. Oct-73
Know these credit rules when dealing with FEA. Oct-73

CREDIT (Continued)
Court rules FEA has no jurisdiction over credit. Nov-73
Credit-cards to stay. Dec-9
A new service for Atlantic Richfield's Credit-card holders with incomes of at least $15,000 a year is a loan-by-mail program. Dec-11

CREST PETROLEUM CORP.
*Supplier's Direct Competition Makes Diversifying Essential, Jobbers Say, pic. Aug-52

CRIME
*How Companies Are Beefing Up Protection For Key People, pic. Aug-48B
Security Seminar for Marketers Set for Oct. 11. Sept-96
Some C-store operators in Texas say snitching of product by transport drivers is on the increase. Nov-11

CROWN CENTRAL PETROLEUM CORP.
Credit data offered. Sept-62

CRUDE OIL
Crude Glut Coming? July-15-Regions
Though it is meaningless now, except for the legal principle involved, U.S. Supreme Court recently upheld the authority of the President to impose import fees on crude-oil. Aug-11
Shell Crude for Hudson? Sept-11
Congress may extend freeze on domestic crude-oil prices. Sept-36
Getty Oil says it will fight a Federal Energy Administration claim that it overcharged Standard of Ohio $34.8-million in an international swap of crude. Oct-11
Crude solutions. Dec-9
Seaway Pipeline, owned by seven midwestern firms, has its 510-mile crude-oil pipeline from Freeport, Tex., to Cushing, Okla., in operation. Dec-11

DEALER-DAY LEGISLATION
Rocky Mountain States Take a Stand, pic. July-31
*Congress and the 3 D's: An Update for Marketers, pix. July-34
Complex Functional Price Clauses May Be Bane of Dingell's Dealer Day Bill, pix. July-37
Dealer-Day Bills. Aug-9
Dealer-protection bill fades. Oct-10
*Majors gain rights in dealer bill, jobbers claim losses. Oct-32
Energy bills are down but not out. Nov-10
Rhode Island: pacesetter. Nov-17-Reg.
*Dealer Day bill dies; another in January? Nov-32
*Lookahead for Marketers, graphs. Dec-45
Democrats to push hard for dealer-day, divestiture laws. Dec-45

DECONTROL
*Congress and the 3 D's: An Update for Marketers, pix. July-34
Distillate Decontrol Won't Hurt Price, Would Boost Competition, It's Said, pix. July-36
*Decontrol, Divestiture in Spotlight, pix. July-43
*Jobbers Vacillate Over What Stand To Take on Divestiture, Decontrol. Aug-21-Regions
*Distillate Decontrol: Harbinger For Gasoline by End of Year? pix. Aug-38
*Beware of these decontrol changes, pic. Aug-79
A resolution criticizing two unnamed majors for taking actions "inimical" to the "business future and welfare" of diesel-fuel wholesalers following decontrol was adopted recently by Louisiana Petroleum Marketers Assn. Sept-13
Zarb: No gasoline decontrol in '76. Oct-10
When Decontrol comes, what changes are in the wind? Oct-12
*Missouri jobbers express some reservations about decontrol. Oct-20-Regions
Reshaping of companies could put even more pressure on retail prices. Oct-24-Regions
Energy bills are down but not out. Nov-10
'Gas' decontrol hope dies with Congressional recess. Nov-34
*Marketers air decontrol problems at FEA hearing, pix. Dec-37

DELIVERIES
Transport deliveries, instead of small tankwagon drops, are on the increase in some agricultural areas. Nov-11

GEORGE DE VITA
*How a simple program gives marketer an edge in home market; George De Vita, Mitchell-Supreme Fuel Co., East Orange, New Jersey, pic. Sept-67

JOHN H. DEWELL
*Citgo seeks to change image from 'major' to 'regional independent', pic. Oct-38

DISASTERS
Static electricity was blamed for two explosions that levelled a service station in Gadsden, Ala., causing extensive damage in the neighborhood, and taking the lives of three firemen. Oct-11

DIVERSIFICATION
Arco Diversification. Aug-9
Retail 'gas' emphasized. Aug-21
*Supplier's Direct Competition Makes Diversifying Essential, Jobbers Say, pic. Aug-52

DIVESTITURE
Gap Closing? National Oil Jobbers Council is believed moving closer to a "more positive position" on divestiture than it had in Atlanta recently. July-9
There's a move afoot to offer Congress an alternative to divestiture, according to Ashland Oil president Robert E. Yancey. July-9
Presidential candidate Jimmy Carter seems to favor horizontal divestiture but he isn't sure about vertical dismemberment. July-9
OPMA has put itself on record as being adamantly opposed to divestiture or divorcement, or any other form of governmental intervention in the petroleum industry. July-11
ESPA: Jobbers Hear Encouraging News as Well as Some Bleak, pix. July-20
*Congress and the 3 D's: An Update for Marketers, pix. July-34

DIVESTITURE (Continued)
*Decontrol, Divestiture in Spotlight, pix. July-43
West Coast Marketing Changes. Aug-9
Energy Action, a Washington-based antioil group, has taken dead aim at oil-company lobbying and advertising programs against divestiture. Aug-11
*Jobbers Vacillate Over What Stand To Take on Divestiture, Decontrol. Aug-21-Regions
*Bayh's Divestiture Bill May Not Come to Actual Vote, pix. Aug-39
NPNotes and Opinion. Sept-7
Major oil-company executives were excited recently over the display advertisements in "The New York Times" of a small New Jersey jobber, Value Oil. Sept-13
*NOJC Position on Divestiture Bill Up in Air. Sept-32
Public Opinion Shifting on Divestiture. Sept-34
*Talks with marketing execs point up wide range of uncertainties. Sept-56
Vertical Divestiture Issue Is Dead for This Year. Oct-33
Energy bills are down but not out. Nov-10
*Lookahead for Marketers, graphs. Dec-45
Democrats to push hard for dealer-day, divestiture laws. Dec-45

DIVORCEMENT
OPMA has put itself on record as being adamantly opposed to divestiture or divorcement, or any other form of governmental intervention in the petroleum industry. July-11
Divorcement Hit. July-20
*Congress and the 3 D's: An Update for Marketers, pix. July-34
West Coast Marketing Changes. Aug-9
*How Tosco Is Switching to Rack Pricing Or 'Voluntary Divorcement'. Aug-22-Regions

WILLIAM DIXON
New Jersey Group Elects Dixon as President, pic. Sept-125

DOCUTEL
*What Shell Is Finding Out About Docutel at Stations and a Car Wash, pix. July-14-Regions

DRESSER-WAYNE
*Panel eyes self-service, stage 2, pix. Aug-74

ERRA
ERDA puts $15-million into Syngas facility. Nov-51

E-Z SERVE
C-store gets Hawaiian outlets. Nov-9
Buyouts raise some eyebrows. Nov-10

EASTERN PETROLEUM
Three long-time Northeast jobbers sell gasoline/distillate businesses. Dec-18-Reg.

EDGINGTON OIL REFINERIES
Buyouts raise some eyebrows. Nov-10

ELECTRIC HEAT
Senate Finance committee's recent proposal to allow refundable tax credits up to $1,000 for electric-heat pump installations in existing homes drew a sharp blast recently from National Oil-Fuel Institute's Robert D. Lynch. Aug-11
All electric homes' bills rise 33% in year. Aug-62

OTIS H. ELLIS
NOJC salutes 'Deacon' Ellis, pic. Dec-31

ELM CITY FILLING STATIONS INC.
*Hidden station doubles gallonage of street-level forerunner, pix. Oct-14-Regions

C-E ELSCO
C-E Elsco maps national expansion plans for 1977. Dec-42

EMBARGO
FEA Proposes Standby Plan If There's Another Embargo. Aug-42

EMPIRE STATE PETROLEUM ASSN.
ESPA: Jobbers Hear Encouraging News as Well as Some Bleak, pix. July-20
ESPA Past Presidents Honored, pic. July-91

ENERGY
Energy/Conservation: There's Room for Jobbers. July-38
'We have met the enemy and he is us'; William A. Johnson, Director of George Washington University's Energy Policy Research Project. Sept-37
FEA seeks tests to label appliances on energy use. Sept-64

ENERGY (continued)
Northwest oil-heat industry watches for possible resumption of Energy war. Oct-22-Regions
*Beware of America's widening energy gap, pic. Nov-35
*Alaskan oil will help gupply outlook but problems remain. Dec-15-Reg.

ENERGY ACTION
Energy Action, a Washington-based antioil group, has taken dead aim at oil-company lobbying and advertising programs against divestiture. Aug-11

BILL ENGLEFIELD
*Bill Englefield's five building blocks to super jobber status, pix. Sept-46

ENTITLEMENTS
Small Refiner Entitlements Change: The Meaning. July-39
What Two Supreme Court Setbacks Mean to Oil Industry. Aug-41

ENVIRONMENTAL PROTECTION AGENCY (EPA)
U. S. Supreme Court has agreed to decide whether Environmental Protection Agency can impose traffic-control plans on states whose programs fail to meet the agency's emission-control concepts. July-9
Petroleum refiners will have to make capital investments of nearly $6-billion between 1974 and 1983 to comply with Environmental Protection Agency's air and water-pollution regulations, according to an EPA-commissioned study. July-11
ESPA: Jobbers Hear Encouraging News as Well as Some Bleak. pix. July-20
Environment Rules to Cost Refiners $6-Billion by '83. July-38
Unleaded Worries Eased. Aug-9
*Perils of a Drastic Lead Phasedown, pic. Aug-44
*API to EPA: Why oil opposes state 2 rules. Aug-72
EPA plans tougher truck emission limits for 1979. Aug-75
EPA seeks authority to standardize on fillpipes as vapor-recovery rule. Sept-35
EPA sets Oct. 1 for resumption of its lead phaseout schedule. Sept-36
Zarb: No gasoline decontrol in '76. Oct-10

ENVIRONMENTAL PROTECTION AGENCY (EPA)
Environmental Protection Agency says it has legal authority to regulate tanker emissions and, if warranted, prohibit construction of a proposed Standard of Ohio terminal in Southern California. Oct-11
*More vapor control cost relief needed; W. H. Quortrup, Quortrup Petroleum Products, pic Oct-36
EPA extends its lead-phasedown deadline. Nov-34
EPA's stage 1 rules create a new service with potential for equipment distributors, pic. Nov-60
EPA unveils its new stage 2 rules. Dec-10
Environmental Protection Agency's Stage 1 vapor-recovery rules explained. Dec-18-Reg.

ETHYL CORP.
Special issue published. Aug-66

EXPANSION
Belcher Oil Moves Into Georgia and South Carolina with Savannah terminal. July-18
Farmland Industries' refining subsidiary, CRA Inc., plans to expand the Coffeyville, Kans., refinery from 47,000 b/d to 62,500 b/d by using several major components purchased from Cities Service's idle East Chicago plant. Aug-11
*Exxon Will Soon Have Another 250,000 b/d Capacity at Baytown. Aug-28-Regions
Belcher expands. Nov-24-Reg.
Ashland Oil says it will expand its 136,000 b/d refinery at Catlettsburg, Ky. Dec-11
C-E Elsco maps national expansion plans for 1977. Dec-42

EXPLORATION
New England states have been warned that the " competition which is now developing (among them) is largely destructive and self-defeating" in relation to offshore development of oil and gas resources. Nov-11
The Georges Bank area off the New England Coast contains some areas that "look favorable and promising," says Shell Oil's Gordon Phillipson, a staff geologist on a seismic vessel. Nov-11

EXXON
Exxon is telling its credit-card customers that synthetic motor oils offer only one proven advantage over petroleum oils... July-11
*Exxon Will Soon Have Another 250,000 b/d Capacity at Baytown. Aug-28
Mobil and Exxon Disagree on Synthetic Engine Oil Values. Aug-37
Rent boosts for Exxon retailers. Oct-9
Exxon Corp. is contributing $50,000 to a New England Fuel Institute program to help set up a vocational-type training school for the use of solar heat as an adjunct to oil heat. Oct-11
Exxon station at Montauk battens down when Hurricane Belle threatens, pix. Oct-16-Regions
Will Citgo and Exxon pricing moves ignite gallonage war? Nov-32
Can your external floater buckle? Exxon R & E has the answer. Nov-67
Color code prototype for stations. Dec-40

FARMERS UNION CENTRAL EXCHANGE INC. (CENEX)
CENEX sales up. July-16

FARMLAND INDUSTRIES
Farmland Industries' refining subsidiary plans to expand the Coffeyville, Kans., refinery from 47,000 b/d to 62,500 b/d by using several major components purchased from Cities Service's idle East Chicago plant: Aug-11

FAST FARE, INC.
Here are one C-store chain's display secrets, pix. Dec-66

FEDERAL ENERGY ADMINISTRATION
Violations of Federal Energy Administration allocation and pricing regulations are going to be dealth with more severely than in the past. July-11
Distillate Decontrol Won't Hurt Price, Would Boost Competition, It's Said, pix. July-36
*How Court Decisions Affect Energy Rules. July-39

FEDERAL ENERGY ADMINISTRATION
FEA's Life Is Extended, but Much if Its Vitality Is Sapped, pic. Aug-42
FEA Proposes Standby Plan If There's Another Embargo. Aug-42
FEA targets 35% Boost in Water-Heater Efficiency. Aug-62
How discounts can reduce overcharges. Aug-79
Fuel-oil trigger gets ayes and nays. Sept-12
FEA's 'lease' renewed for another 18 months. Sept-12
Bicentennial '76 and the Fourth of July weekend failed to generate as much driving--and as much gasoline consumption--as had been generally expected. Sept-13
FEA seeks tests to label appliances on energy use. Sept-24
Zarb: No gasoline decontrol in '76. Oct-10
Martin Oil Services, Chicago, has signed a proposed consent agreement with Federal Energy Administration to refund more than $1.6-million in gasoline overcharges. Oct-11
*FEA extension broadens jobber protection, pic. Oct-31
FEA announces final plan for distillate set-aside. Oct-34
FEA may change formula for pricing unleaded gasoline. Oct-34
Know these credit rules when dealing with FEA. Oct-73
FEA stays tough on auditing practices. Oct-73
Court rules FEA has no jurisdiction over credit. Nov-73
*Marketers air decontrol problems at FEA hearing, pix. Dec-37
Advisory Committee Roster. Dec-38
Court stands behind FEA auditing rights. Dec-69

FEDERAL POWER COMMISSION
Impact of gas price hike: Small. Sept-34
FPC wants utilities' reports on spending. Sept-64

FEDERAL TRADE COMMISSION
On a 2 to 1 vote, Federal Trade Commission has okayed the proposed sale by Pasco Inc. of its Wyoming refinery and other petroleum-related facilities for $78-million. Aug-11

ROBERT P. FELKER
One Man's Opinion: Jobber Contracts Are 'Documents of Enelavement'. July-16-Regions

FINANCIAL
*Giving: Which Gifts Save You Most. July-90
Contingency salary plans still cause trouble. Aug-80
Congress considers estate-tax changes. Aug-80
*Beware of improper collection practices. Sept-123
Watch how much you deduct. Sept-124
Invest Idle Funds In Preferred Stock. Sept-124
You Can't Deduct Tax Penalties. Sept-124
Check credit wording in your statements; Sam Borenkind. Oct-73
*Avoid accumulated earnings tax pitfalls. Oct-74
Legal tips for marketers. Nov-73
*How to Determine Reasonable Pay. Nov-73
*Do storage tanks qualify for tax credit? Nov-74
Put the right value on a jobbership. Dec-70

FLORIDA PETROLEUM MARKETERS ASSN.
Association Fined. July-20-Regions

A. (TON) FOORTSE
How Dutch jobber runs self-serves and car washes, pix. Dec-71

FORD MOTOR CO.
New engine for Ford Nov-9

FOREIGN
*How BP Denmark fought--and switched, pix. Oct-66

FRANCHISES
Jobbers Seek Exemption. July-15-Regions
A court suit has been filed by 17 gasoline-station operators in northern New Jersey to block Cities Service from converting their outlets to pumpers and doing away with service bays. Nov-11

FRASCH OIL CO.
More mergers and sellouts. Oct-22-Regions

DEE FRENCH
*Competitive, Big-volume lube sales can be profitable, pic. Nov-41

FUEL ECONOMY
Improved Fuel Economy Sought for Trucks, Busses. July-84
New engine for Ford Nov-9
Limousine fleet boosts mileage with analyzer. Nov-68

FUEL MERCHANTS ASSN. OF NEW JERSEY
New Jersey Group Elects Dixon as President, pic. Sept-125

FUEL OIL
NOJC's Old Fuel Oil-Gasoline Problem Still Simmers Underneath. July-12
ESPA: Jobbers Hear Encouraging News as Well as Some Bleak, pix. July-20
*Decontrol, Divestiture in Spotlight, pix. July-43
A curious news release from Texaco raises a question of whether the nation's No. 2 company does--or does not--have faith in a future for oil heat. Aug-11
FEA Targets 35% Boost in Water-Heater Efficiency. Aug-62
Fuel-oil trigger gets ayes and nays. Sept-12
FEA seeks tests to label appliances on energy use. Sept-64
Industries look to oil as gas supply fades. Sept-64
FPC wants utilities' reports on spending. Sept-64
*How a simple program gives marketer an edge in home market; George De Vita, Mitchell-Supreme Fuel Co., East Orange, New Jersey. pic. Sept-67
How Additives Help Save Operators Heat $65,000 Yearly. Sept-70
Supplies will be adequate for fuel-oil market growth, pix. Nov-33
How a jobber gets utility busines, pic. Nov-51
ERDA puts $15-million into Syngas facility. Nov-51
Gas industry's 10-year capital needs: &90-billion. Nov-51
*Marketers air decontrol problems at FEA hearing, pix. Dec-37
Advisory Committee Roster. Dec-38

FUEL OIL (Continued)
Advisory Committee Roster. Dec-38
Italian burners seek U.S. market. Dec-38
Competition, prices, receivables to strain fuel-oil profits. Dec-49

FUEL OIL DISTILLATE
FEA announces final plan for distillate set-aside. Oct-34
Distillate supply ample but prices could rise, cartoon Oct-81

JERDY GARY
*Jobber looks to computer for success in salary operations; Jerdy Gary, Sooner Oil Co. of Texas, Dennison, Tex., pic. Sept-54

GASOLINE
'Gas' Demand to peak in '80. July-9
7 Indicted as Gasoline Price-Fixers. July-10
NOJC's Old Fuel Oil-Gasoline Problem Still Simmers Underneath. July-12
'New Ideas' in Gasoline Marketing Sometimes Turn Out to Be 'Old Hat'. July-17
Unleaded Worries Eased. Aug-9
*Distillate Decontrol: Harbinger For Gasoline by End of Year? pix. Aug-38
Bicentennial '76 and the Fourth of July weekend failed to generate as much driving--and as much gasoline consumption--as had been generally expected. Sept-13
Skyrocketing increase in automobile-operating costs can't be blamed on gasoline-price hikes, says Runzheimer & Co., automotive statistical consultants. Sept-13
A Pennsylvania manufacturer of "gas-saver pills' has agreed to pay Maryland $4,300 in civil penalties and investigative costs as a result of unfair and deceptive trade-practice charges brought by the state. Sept-13
Saturation of C-Stores is putting pressure on gasoline margins. Sept-14
Price moves forced back by plentiful summer supplies. Sept-33

GASOLINE (Continued)
You Can Get A Tax Credit For Non-Highway 'Gas'. Sept-124
Zarb: No gasoline decontrol in '76. Oct-10
Gasoline pumps increase. Nov-15-Reg.
Sigmor nears 500-million. Nov-18-Reg.
'Gas' decontrol hope dies with Congressional recess. Nov-34
A far-reaching opinion survey indicates seven out of 10 people believe oil companies and Arab nations are the main causes of higher gaosline prices. Dec-11
*Why do gasoline prices in Phoenix die at the bottom and stay there? pix. Dec-14-Reg.

GASOLINE-UNLEADED
What Two Supreme Court Setbacks Mean to Oil Industry. Aug-41
*Perils of a Drastic Lead Phasedown, pic. Aug-44
Car-wash bonanza. Sept-11
Red Alert for Unleaded Gasoline. Sept-11
Unleaded 'conversions'. Sept-21-Regions
EPA sets Oct. 1 for resumption of its lead phaseout schedule. Sept-36
FEA may change formula for pricing unleaded gasoline. Oct-34
EPA extends its lead-phasedown deadline. Nov-34
EPA checks unleaded, finds 160 poor samples. Nov-68
Ashland to boost unleaded 'gas' output. Dec-42

GENERAL AUTOMATIC
Another buyout for Texaco? Nov-9
Two independent fuel-oil firms are disappearing from the scene. Dec-11

GENERAL MOTORS CORP.
Government Rules Cost GM $1.3-Billion in 1974. July-84

J. PAUL GETTY
J. Paul Getty Dies in London; Berg Named Acting President. July-10

GETTY OIL
J. Paul Getty Dies in London; Berg Named Acting President. July-10

GETTY OIL (Continued)
Getty Oil says it will fight a Federal Energy Administration claim that it overcharged Standard of Ohio $34.8-million in an international swap of crude. Oct-11

GIBBS OIL
Gibbs C-store bound? Dec-9

GILBARCO
*How BP Denmark fought--and switched, pix. Oct-66

GLOBE OIL INC.
'*Starvin Marvin!' Convenience Stores Feed Globe Oil Outlets Well, pix. Aug-20-Regions

GOODYEAR TIRE & RUBBER CO.
Spare tires out? Nov-9

GOULD INC.
Gould Predicts 1980 Battery Market. July-96
Goulds pumps open facility in Oregon. Nov-68

ROBERT B. GREENES
*Honesty Is No Substitute for Experience, Robert B. Greenes, Chairman, National Oil Jobbers Council, July-40

MAXEY GROSSENBACHER
Maxey Grossenbacher, Phillips jobber in Texas's Rio Grande Valley, has purchased Valley Petroleum Co., another Phillips jobber in the same area. Sept-13

GULF CANADA
*Service 'packages' keep bays busy. Sept-58
How Gulf Canada moves tanks--by air, pic. Sept-90

GULF OIL CORP.
Gulf Reorganization Is Making Executive Waves. July-34
TV series wins award. Aug-66
Gulf signs agreement. Oct-20-Regions
Gulf may leave Pacific Northwest. Dec-9

JOHN HAMILTON
Most repeat customers buy gasoline and food at C-stores, pic. Sept-79

JOSEPH D. HARNETT
Mobil promotes Butler. Dec-9

T. A. HARRELL
NPNotes and Opinion. Oct-5
*Missouri jobbers express some reservations about decontrol. Oct-20-Regions
*NOJC meeting: Dues fight looms, pix. Oct-29

ELROY HEFNER
Stamps at Truckstops. July-17=Regions
*Profit-Sharing Profits Truckstops; Elroy Hefner, Coleridge, Neb., pic. July-47

HESS OIL & CHEMICAL CO.
A federal court in New York has deemed inapproriate a class-action suit that sought to rescind the June, 1969, merger of Hess Oil & Chemical Co. into Amerada Petroleum Corp. Sept-13

M. B. (TINY) HOLDGRAF
When Decontrol comes, what changes are in the wind? Oct-12

BOB HOPE
Hope on the Road Again. July-48

CLARK HOUGHTON
*How self-service helps a small jobber adjust to sales shifts, pic. Nov-37

HUDSON OIL
Hudson Deal Looking Better. Aug-9
Mary Hudson, Hudson Oil, Kansas City, is the only marketer among the four women in the oil industry selected by Business Week in its list of 100 top Corporate women in the U.S. Aug-11
Shell Crude for Hudson? Sept-11
Hudson gets Cushing refinery. Oct-9
Hudson Holdup. Nov-9
As part of its deal to buy Jidland Cooperatives' 19,000 b/d refinery at Cushing, Okla., Hudson Oil wants Federal Energy Administration to reclassify it as a "small refiner.". Dec-11

IMPORTS/EXPORTS
Though it is meaningless now, except for the legal principle involved, U.S. Supreme Court recently upheld the authority of the President to impose import fees on crude oil. Aug-11
Higher turbine fuel demand ups imports. Oct-69

INDEPENDENT GASOLINE MARKETERS OF AMERICA
Two familiar faces have moved into new surroundings in Washington. Oct-11

INDEPENDENT LIQUID TERMINALS ASSN.
Terminal group fights proposed oil-spill liability proposals. Oct-71

INDEPENDENT REFINING CORP.
Carter & Schuler Associates, San Francisco, and Independent Refining Corp., Houston, have purchased Allied Chemical Corp's 9,400 b/d refinery at Winnie, Tex., and related facilities, for $20-million. Sept-13

INTERMOUNTAIN OIL MARKETERS ASSN.
Intermountain Oil Marketers head covers area by air, pic. Oct-75

INTERNAL REVENUE SERVICE
UCO suit dismissed. July-15-Regions
Contingency salary plans still cause trouble. Aug-80
Watch how much you deduct. Sept-124
Make Sure You Keep Entertainment Records. Sept-124
*Avoid accumulated earnings tax pitfalls. Oct-74
File return late? You may not be penalized. Nov-74
Cosmetic surgery now is deductible expense. Nov-74

INTERNATIONAL OIL INDUSTRY TBA GROUP
*Can cooperative TBA efforts help pep up sagging station share? pix. Nov-78

INTERSTATE COMMERCE COMMISSION
Battle Brewing Over Carrier Deregulation. July-39

INVESTMENTS
U.S. oil companies are slowing down the rate of their capital investments abroad. Oct-11

JET FUEL
Jet-fuel demand to soar skyhigh. Oct-9

JOBBER OPERATIONS
One Man's Opinion: Jobber Contracts Are 'Documents of Enslavement'. July-16-Regions
Stamps at Truckstops. July-17
Subjobber dissatisfaction. July-16
Not Every Self-Serve Station Necessarily Makes the Grade. July-18-Regions
*Profit-Sharing Profits Truckstops; Elroy Hefner, Coleridge, Neb., pic. July-47
Kingston Oil Supply Corp., an Exxon jobbership in Port Ewen, N.Y., has granted Petroleum Heat & Power, Stamford, Conn., an option to purchase the family-owned business "under a complicated formula," both sides agreed. Aug-11
Chevron Oil has bought Savory Oil, Vestal, N. Y., a 15 to 16-million gal. jobbership it has been supplying for the past several years. Aug-11
Two Majors Sell Distillate Operations In Key Markets to New Jersey Jobber, pic. Aug-26
*Supplier's Direct Competition Makes Diversifying Essential, Jobbers Say, pic. Aug-52
*How to build a $120,000 self-serve; Delph Ruschhaupt, California Fresno Oil, Fresno, Calif. pix. Aug-71
Former Phillips Jobbers Organize What Could Be Largest Independent in West. Sept-16-Regions
Jobber Gets in Fighting Trim by Cutting Small Deliveries, Accounts, Bulk Plants; Guy J. Spencer, Alabama Oil Co. of North Alabama, Inc. Sept-22
*Bill Englefield's five building blocks to super jobber status, pix. Sept-46
*Jobber looks to computer for success in salary operations. pic. Sept-54
*Talks with marketing execs point up wide range of uncertainties. Sept-56

JOBBER OPERATIONS (Continued)
*How a simple program gives marketer an edge in home market; George De Vita, Mitchell-Supreme Fuel Co., East Orange, New Jersey, pic. Sept-67
*Earl Barringer, veteral North Carolina marketer, is self-service, 'convert', pic. Oct-16-Regions
Shell switches to lessee operation, pic. Nov-14-Reg.
*How self-service helps a small jobber adjust to sales shifts, Clark Houghton, Eldon, Mo., pic. Nov-37
How a jobber gets utility business, Mathieu E. Valliere, Harrisville, R.I., pic. Nov-51
*Add a self-serve to your bulk plant; Dan Martin, Martin Oil, resno, Calif., pix. Nov-56

JOHN KECK
Watch for Jobber John Keck On 50-Yard Line, pic. sept-125

KENDALL REFINING CO.
Special builds business. Aug-66

KERR-MCGEE REFINING CORP.
Collection rate stays high. Oct-60

NEWTON KIMBALL
Convenience store or supermarket? pix. Oct-60

KINGSTON OIL SUPPLY CORP.
Kingston Oil Supply Corp., an Exxon jobbership in Port Ewen, N.Y., has granted Petroleum Heat & Power, Stamford, Conn., an option to purchase the family-owned business 'under a complicated formula," both sides agreed. Aug-11

LEGAL
*How Court Decisions Affect Energy Rules. July-89
*Beware of These Decontrol Changes, pic. Aug-79
How discounts can reduce overcharges. Aug-79
*Beware of improper collection practices. Sept-123
Good news: the Fed will admit to its errors. Sept-123
Make sure price is allocated among assets. Sept-123
Check credit wording in your statements; Sam Borenkind. Oct-73
FEA stays tough on auditing practices. Oct-73
Watch interest rules when buying/selling. Oct-73
*How to Determine Reasonable Pay. Nov-73
Legal tips for marketers. Nov-73
Know your warranty liability. Dec-69
Court stands behind FEA auditing rights. Dec-69
How to gain release from supplier. Dec-69

LEGAL TIPS FOR MARKETERS
*How Court Decisions Affect Energy Rules. July-89
*Beware of These Decontrol Changes, pic. Aug-79
*Beware of improper collection practices. Sept-123
Check credit wording in your statements; Sam Borenkind. Oct-73
*How to determine reasonable pay. NOv-73
Know your warranty liability. Dec-69

LEGISLATION
Future Rack Pricing Developments May be in Congress's Hands. Aug-12
Anti-oil bills die. Aug-21
*Distillate Decontrol: Harbinger For Gasoline by End of Year? pix. Aug-38
*Bayh's Divestiture Bill May Not Come to Actual Vote, pix. Aug-39
Recycling bill introduced. Sept-26
Dealer-protection bill fades. Oct-10
*Majors gain rights in dealer bill. jobbers claim losses. Oct-32
Bill could hurt repair work at service stations. Oct-34
R.I. legal challenge. Nov-9

LEGISLATION (Continued)
Energy bills are down but not out. Nov-10
*Dealer Day bill dies; another in January? Nov-32
W. W. Mahoney, API staff assistant for state relations, reported that 1976 was easier on the oil industry. Dec-42
*Lookahead for Marketers, graphs. Dec-45

LETTERS TO THE EDITOR
"I don't know how the misunderstanding between our communications department and your people occurred, but a fairly significant one is apaprent on page 29 of the July issue, ...Charles J. Luellen, Group Vice President, Ashalnd Petroleum Co. Sept-90

LIBERTY PETROLEUM
Buyouts raise some eyebrows. Nov-10

T. R. LOIZEAUX
Three long-time Northeast jobbers sell gasoline/distillate businesses. Dec-18-Reg.
Two independent fuel-oil firms are disappearing from the scene. Dec-11

LOOKAHEAD
*PEI preview: hardware marketers are watching. Sept-83
*NOJC meeting: Dues fight looms, pix. Oct-29
Elections won't hurt, may help oil's pull in Congress. Oct-33
Distillate supply ample but prices could rise, cartoon. Oct-31
*Lookahead for Marketers, graphs. Dec-45

LOUISIANA PETROLEUM MARKETERS ASSN.
A resolution criticizing two unnamed majors for taking actions "inimical" to the "business future and welfare" or diesel-fuel wholesalers following decontrol was adopted recently by Louisiana Petroleum Marketers Assn. Sept-13

TOM LOVE
*Missouri jobbers express some reservations about decontrol. Oct-20-Regions

LUBRICATION
Mobil and Exxon disagree on Synthetic Engine Oil Values. Aug-37
New Diesel Engine Oil. Aug-53
New gear lube. Oct-60
*Competitive, Big-volume lube sales can be profitable, pic. Nov-41

LUNDBERG LETTER
Self-Serves Are Bay Work Leaders. Aug-10
Split island service said to cost more. Sept-33

BILL LYDEN
*NOJC meeting: Dues fight looms, pix. Oct-29

R. D. LYNCH
*NOJC meeting: Dues fights looms, pix. Oct-29
The specter of a worldwide oil shortage is scare talk, says Robert D. Lynch, VP of National Oil-Fuel Institute. Dec-11
No-fi leaves N.Y. scene, pic. Dec-32

MACK TRUCKS, INC.
Mack makes variable-speed fans standard on 6-cylinder diesels. Aug-75

MANAGEMENT
Gulf Reorganization Is Making Executive Waves. July-34
*Profit-Sharing Profits Truckstops; Elroy Hefner, Coleridge, Neb., pic. July-47
*How Companies Are Beefing Up Protection For Key People, pic. Aug-48B
*Supplier's Direct Competition Makes Diversifying Essential, Jobbers Say, pic. Aug-52
Young jobber brings TOMA much experience, pic. Aug-81
*Bill Englefield's five building blocks to super jobber status, pix. Sept-46
*Jobber looks to computer for success in salary operations. pic. Sept-54
Watch for Jobber John Keck On 50-Yard Line, pic. Sept-125
Texaco's western region changes command, pic. Sept-126
*Citgo seeks to change image from 'major' to 'regional independent'., pic. Oct-38
*How major-company marketing ranks are opening to Women, pix. Oct-50
Intermountain Oil Marketers head covers area by air. pic. Oct-75

MANAGEMENT (Continued)
Arkansas Marketers' new presidnet sees tax problems as big in 1977, pic. Oct-75
Visitors from around the world attend oil meetings, pix. Nov-75
*How self-service Helps a small jobber adjust to sales shifts, pic. Nov-37
*What the 'New Economics' is doing to the o old farm market. Nov-48
William J. Mascott heads Petroleum Equipment Institute., pic. Nov-75
*Workshops show employes how to participate in politics, pic. Nov-82
How Dutch jobber runs self-serves and car washes, pix. Dec-71

MANAGEMENT/MARKETING ASSOCIATES
New Company Formed. July-48

MANAGEMENT PLANNING SYSTEMS
With self-serve just around the corner, some Ohio marketers are jumpy. NOv-18-Reg.

MARATHON OIL CO.
Commercials win awards. Oct-60
*Marathon's new Ecol refinery: Will it stiffen competition?, pic. Nov-31

MARCOR INC.
Mobil Bumps Texaco as No. 2. Aug-9
Mobil apparently has gotten a clean bill of health from Justice Department in its purchase and merger of Marcor Inc. earlier this year. Oct-11

MARKETERS TAX CORNER
*Giving: Which Gifts Save You Most. July-90
*Breakthrough on commission dealer ruling? Aug-80
Watch how much you deduct. Sept-124
*Avoid accumulated earnings tax pitfalls. Oct-74
*Do Storage tanks qualify for tax credit? Nov-74
Put the right vlue on a jobbership. Dec-70

MARKETING
'New Ideas' in Gasoline Marketing Sometimes Turn Out to Be 'Old Hat'. July-17-Regions
NPNotes and Opinion. Aug-5
*Supply/Price Uncertainties Intensify, charts. Aug-35
NPNotes and Opinion. Sept-7
Market Conditions Are Normal Since Onset of Controls: All Fouled Up. Sept-17-regions

MARKETING (Continued)
*Bill Englefield's five building blocks to super jobber status, pix. Sept-46
*Talks with marketing execs point up wide range of uncertainties. Sept-56
*PEI preview: hardware marketers are watching. Sept-83
When Decontrol comes, what changes are in the wind? Oct-12
Reshaping of companies could put even more pressure on retail prices. Oct-24-Regions
*How major-company marketing ranks are opening to women, pix. Oct-50
BP Canada's first woman DSM is 'splendid'. pix. Oct-52
High-level alarm uses fiberoptics. Oct-69
*C-Stores/Self-Serves: Is there something there for you? pix. Oct-77
NPNotes and Opinion. Nov-5
Buyouts raise some eyebrows. Nov-10
Convenience Stores find gasoline good for the bottom line. Nov-12
New Jersey distillate marketers plan campaign to cope with inland oil spills, pic. Nov-16-Reg.
Arkansas conversions. Nov-18-Reg.
Carolina jobber prefers 'Mom and Pop' stores to 'Cornfield' self-serves, pic. NOv-20-Reg.
'Cash-flow' problems. Nov-20-Reg.
*How fledgling Chevron U.S.A. was hatched, pix. Nov-29
Will Citgo and Exxon Pricing moves ignite gallonage war? Nov-32
*What the 'New Economics' is doing to the old farm market. Nov-48
Black fuel-oil marketer's refinery dream is still alive, pic. Dec-20-Reg.
*Majors, independents debate the pros and cons of majors direct marketing, pix. Dec-20
*Marketers air decontrol problems at FEA hearing, pix. Dec-37
*Lookahead for Marketers, graphs. Dec-45
Direct marketing, C-stores, Alaska oil to keep margins low. Dec-49
*Sharp tips for oil marketers from the C-store guys, charts, pix. Dec-62

MARKETING JOBBERS AND JOBBER MARGINS
Jobbers Seek Exemption. July-15
Jobber Ranks Increase. July-16-Regions
Energy Conservation: there's Room for Jobbers. July-38

MARKETING JOBBERS AND JOBBER MARGINS (Continued)
*Jobbers Vacillate Over What Stand To Take on Divestiture, Decontrol. Aug-21
Saturation of C-Stores is putting pressure on gasoline margins. Sept-14
Summer's margins dash high hopes that buoyed marketers last spring. Sept-20
Study Finds Future Margins Tight. sept-32
*C-stores/self-serves: A present remedy for a low-margin future? pix. Sept-75
Make sure price is allocated among assets. Sept-123
More mergers and sellouts. Oct-22-Regions
*FEA extension broadens jobber protection, pic. Oct-31
*Majors gain rights in dealer bill, jobbers claim losses. Oct-32
*More vapor control cost relief needed; W. H. Quortrup, Quortrup Petroleum Products, pic. Oct-36
NPNotes and Opinion. Nov-5
End in sight for jobber conversions. Nov-9
*Tire stores help two Nebraskans battle shrinking fuel margins, pix. Dec-16-Reg.
Survey stresses jobber roles. Dec-32
*Lookahead for Marketers, graphs. Dec-45
Direct marketing, C-stores, Alaska oil to keep margins low. Dec-49

MARKETING SECONDARY BRANDS
Sunmark steps out. Oct-9
Amoco tests another secondary. Dec-9

DAN MARTIN
*Add a self-serve to your bulk plant; Dan Martin, Martin Oil, Fresno, Calif., pix. Nov-56

W. F. MARTIN
Phillips Petroleum's board has given its chief executive officer, chairman W.F. Martin, a vote of confidence despite his indictment on federal tax charges. Nov-11

MARTIN OIL CO.
Martin Oil on market? Sept-19
Buyouts raise some eyebrows. Nov-10

MARTIN OIL SERVICES
Martin Oil Services, Chicago, has signed a propsoed consent agreement with Federal Energy Administration to refund more than $1.6-million in gasoline overcharges. Oct-11

"MASCOT"
Sunmark steps out. Oct-9

WILLIAM J. MASCOTT
William J. Mascott heads Petroleum Equipment Institute., pic. Nov-75

MASSEY, WOOD & WEST
Retail 'gas' emphasized. Aug-21-Regions

BRUCE McCALL
NPNotes and Opinion. Sept-7

McGRAW-HILL INC.
A McGraw-Hill economics department survey indicates the petroleum industry will spend $690-million in 1976 on product research and development. July-9

MEENAN OIL CO.
Another Sun sale. Oct-16-Regions

MEETING REPORTS
ESPA: Jobbers Hear Encouraging News as Well as Some Bleak, pix. July-20
Nebraska Jobbers Perturbed About Postings Upper 40¢-gal. Range. July-24
*Atlanta Meetings: Unrest Surfaces at API/NOJC/Sigma. July-30
*API Gets Differences Out on Table At Spring Meeting, pix. July-32
Sigma: What You Think You Want To Hear Isn't Always That Trenchant. July-33
*Why Be Optimistic About Station TBA? pix., charts. July-94
*Panel eyes self-service, stage 2, pix. Aug-74
Proposed 'gas' tax hike and decontrol are concerns of Arkansas jobbers, pix. Oct-27
Business is good and getting better, say PEI members at recent meeting. Nov-24
*Can cooperative TBA efforts help pep up sagging station share? pix. Nov-78
*Majors, independents debate the pros and cons of major direct marketing, pix. Dec-20
*Differences patched up: but look out, pix. Dec-29

MERCHANDISING, ADVERTISING & PROMOTION
*Credit-Card Charge: Is It Coming? July-44
New Company Formed. July-48
Hope on the Road Again. July-48

MERCHANDISING ADVERTISING & PROMOTION (Cont'd)
Phillips Sponsors Films. July-48
Ad Features 'Monopoly'. July-48
New Motor Oil Offered. July-48
New Diesel Engine Oil. Aug-53
Billing program tested. Aug-53
*Kyso tests C-store marketing, pic. Aug-64
Special builds business. Aug-66
Sohio gives trees. Aug-66
Courtesy Fleet Expanded. Aug-66
Special issue published. Aug-66
U.S. System Explained. Aug-66
Ad Program Announced. Aug-66
TV series wins award. Aug-66
Sun and Stop-N-Go Boards Approve Merger, pic. Aug-66
*Service 'packages' keep bays busy. Sept-58
Credit data offered. Sept-62
Saunders Biography Out. Sept-62
Basketball clinics. Sept-62
Shell wins 'Emmy' award. Sept-62
Bicentennial Atlas Offered. Sept-62
'How to' booklet issued. Sept-62
*Shell's Auto Care Plan: It's Different and Could Work, pic. Sept-128
*Earl Barringer, veteran North Carolina marketer, is self-service 'convert', pic. Oct-16-Regions
Socal's service ads ring a public bell, cartoon. Oct-49
Convenience store or supermarket? pix. Oct-60
New gear lube. Oct-60
Recycling plan sponsored. Oct-60
'Car grooming' is theme. Oct-60
Tic-in agreement signed. Oct-60
Collection rate stays high. Oct-60
Commercials win awards. Oct-60
*Competition fosters trading stamp revival, drawing, Nov-69
Some shifts of emphasis seen in advertising plans. Dec-48

MERGERS
Arco Diversification. Aug-9
Mobil Bumps Texaco as No. 2. Aug-9
Sun and Stop-N-Go Boards Approve Merger, pic. Aug-66

MERGERS (Continued)
A federal court in New York has deemed inappropriate a class-action suit that sought to rescind the June, 1969, merger of Hess Oil & Chemical Co. into Amerada Petroleum Corp. Sept-13
Mobil apparently has gotten a clean bill of health from Justice Department in its purchase and merger of Marcor Inc. earlier this year. Oct-11
More mergers and sellouts. Oct-22-Regions

METRIC SYSTEM
*Vapor Controls: Things May Get Better Before They Get Worse. July-53
Metric tires in the works. Dec-9
Metric conversion. Dec-40
Metric tires, 60-psi spare in the works. Dec-79

METROPOLITAN OIL DIV. OF PITTSTON
Three long-time Northeast jobbers sell gasoline/distillate businesses. Dec-18-Reg.

MICHIGAN PETROLEUM ASSN.
Michigan Woos Lawmakers. Aug-22

MIDLAND COOPERATIVES
Hudson Deal Looking Better. Aug-9
Hudson gets Cushing refinery. Oct-9
Hudson holdup. Nov-9
As part of its deal to buy Midland Cooperatives' 19,000 b/d refinery at Cushing, Okla., Hudson Oil wants Federal Energy Administration to reclassify it as a "small refiner.". Dec-11

MID-MISSOURI OIL CO.
*How self-service helps a small jobber adjust to sales shifts, pic. Nov-37

MISSOURI OIL JOBBERS ASSN.
*Missouri jobbers express some reservations about decontrol. Oct-20-Regions

MITCHELL-SUPREME FUEL CO.
*How a simple program gives marketer an edge in home market; George De Vita, Mitchell-Supreme Fuel Co., East Orange, New Jersey, pic. Sept-67

MOBIL OIL CO.
All marketers in Mobil Oil's New York office up to marketing VP are involved in a projected move of the company's U.S. marketing and refining division to Fairfax County, Va. July-11
Mobil Bumps Texaco as No. 2. Aug-9
Mobil and Exxon Disagree on Synthetic Engine Oil Values. Aug-37
Data supplied exclusively to NPA by Mobil Oil indicates its distributors and dealers have remarkably long tenures with the company. Sept-13
Reaction to Butler letter is mixed. Sept-33
Mobil apparently has gotten a clean bill of health from Justice Department in its purchase and merger of Marcor Inc. earlier this year. Oct-11
Mobil tank insulation returns 150% on investment, pic. Nov-61
Mobil promotes Butler. Dec-9

MONROE AUTO EQUIPMENT
Traditional Channels Show Strength in Shocks, Sept-130

MOTOR OILS
Exxon is telling its credit-car customers that synthetic motor oils offer only one proven advantage over petroleum oils... July-11
New Motor Oil Offered. July-48
New diesel engine oil. Aug-53
Recycling bill introduced. Sept-26-Regions
'How to' booklet issued.Sept-62
Valvoline finds better way to seal lube cartons. Sept-88
Recycling plan sponsored. Oct-60
Antitrust suit. Nov-16-Reg.
Lubes are pushed. Nov-18-Reg.

MUMFORD, INC.
Gulf signs agreement. Oct-20-Regions

MURPHY-JENKINS CO. INC.
Carolina jobber prefers 'Mom and Pop' stores to 'Cornfield' self-serves, pic. Nov-20-Reg.

ALLEN E. MURRAY
*Beware of America's widening energy gap, pic. Nov-35

NPN OIL HALL OF FAME
*L.T. White, jobber booster, elected, pic. Aug-76

NATIONAL ASSN. OF TEXACO CONSIGNEES
National Assn. of Texaco Consignees has changed its name to National Assn. of Texaco Wholesalers to reflect the growing interest and participation of jobbers. Nov-11

NATIONAL ASSN. OF TEXACO WHOLESALERS
National Assn. of Texaco Consignees has changed its name to National Assn. of Texaco Wholesalers to reflect the growing interest and participation of jobbers. Nov-11

NATIONAL CARWASH COUNCIL
'Car grooming' is theme. Oct-60

NATIONAL OIL FUEL INSTITUTE
Senate Finance committee's recent proposal to allow refundable tax creits up to $1,000 for electric-heat pump installations in existing homes drew a sharp blast recently from National Oil-Fuel Institute's Robert D. Lynch. Aug-11
No-fi leaves N.Y. scene, pic. Dec-32

NATIONAL OIL JOBBERS COUNCIL (NOJC)
NPNotes and Opinion. July-5
Gap Closing? National Oil Jobbers Council is believed moving closer to a "more positive position" on divestiture than it had in Atlanta recently. July-9
NOJC's Old Fuel Oil-Gasoline Problem Still Simmer Underneath. July-12
*Atlanta Meetings: Unrest Surfaces at API/NOJC/Sigma. July-30
*NOJC Position on Divestiture bill Up in Air. Sept-32
Study Finds Future Margins Tight. Sept-32
NPNotes and Opinions. Oct-5
*NOJC meeting: Dues fight looms, pix. Oct-29
The Dues Fight--What It's All About. Oct-30
*Differences patched up: but look out, pix. Dec-29
NOJC salutes 'Deacon' Ellis, pic. Dec-31

NATIONAL PETROLEUM REFINERS ASSN.
*Perils of a Drastic Lead Phasedown, pic. Aug-44

NATURAL GAS
Less Gas for Next Winter. Aug-9
Natural-gas reserves shrink again in 1975. Aug-62
Impact of gas price hike; small. Sept-34
Industries look to oil as gas supply fades. Sept-64
Where gas plans to raid oil-heating accounts, chart. Sept-70
Gas industry's 10-year capital needs: &90-billion. Nov-51
SNG failure ruled out in pipeline rate base. Dec-38

NEBRASKA PETROLEUM MARKETERS ASSN.
Nebraska Jobbers Perturbed About Postings in Upper 40¢-gal. Range. July-24

NET PROFITS
*Profits Up; Rates of Return Shaky, chart. Sept-31
Tosco profits. Nov-15-Reg.
Refining-marketing profits help boost oil's earnings, chart. Dec-34

NEW ENGLAND FUEL INSTITUTE (Ne-Fi)
*Decontrol, Divestiture in Spotlight, pix. July-43
Exxon Corp. is contributing $50,000 to a New England Fuel Institute program to help set up a vocational-type training school for the use of solar heat as an adjunct to oil heat. Oct-11
*What Ne-fi sees in solar energy, pix. Oct-80

WALTER NORRIS CORP.
Sun Distributors Inc., a subsidiary of Sun Oil, has purchased Walter Norris Corp. Oct-11

NORTHERN OIL CO.
Three long-time Northeast jobbers sell gasoline/distillate businesses. Dec-18-Reg.

NORTHERN PETROCHEMICAL CO.
Ad Program Announced. Aug-66

OPW-DIV., DOVER CORP.
OPW Div. to move to new plant by summertime, Aug-78
OPW 'at Home' in New $4-million Plant, pix. Sept-88

OSHA
Amoco, OSHA Disagree on What's a Station, pic. July-54
Security Seminar for Marketers Set for Oct. 11. Sept-96
OSHA board lifts $25 fine. Dec-42

OFFSHORE DRILLING
Atlantic Offshore Leases. Aug-9
Rig time for Atlantic drilling. Oct-9
Second U.S. district court is expected to rule any time on the appeal of county, state, and environmentalist groups against offshore exploration and drilling in the Atlantic. Nov-11

DONALD C. O'HARA
*Perils of a Drastic Lead Phasedown, pic. Aug-44

OHIO PETROLEUM MARKETERS ASSN.
OPMA has put itself on record as being adamantly opposed to divestiture or divorcement, or any other form of govern-industry. July-11

OIL BURNERS & OTHER HEATING EQUIPMENT
Tax break dead for upgrading oil burners. Oct-34
Heat pump article is assailed. Dec-32
Italian burners seek U.S. market. Dec-38

OIL HEAT INSTITUTE OF WASHINGTON
Northwest oil-heat industry watches for possible resumption of energy war. Oct-22-Regions

THE OIL SHALE CORP.
See Tosco Corp.

OIL SPILLS
Terminal group fights proposed oil-spill liability proposals. Oct-71
New Jersey distillate marketers plan campaign to cope with inland oil spills, pic. Nov-16-Reg.

OIL SPILLS (Continued)
What to stock to clean up spills. Nov-62

OPERATIONS & EQUIPMENT
*Vapor Controls: Things May Get Better Before They Get Worse. July-53
Amoco, OSHA Disagree on What's a Station, pic. July-54
Government Rules Cost GM $1.3-Billion in 1974. July-84
New Exemptions Made for Some Intrastate Drivers. July-84
Improved Fuel Economy Sought for Trucks, Busses. July-84
'Reasonalbe Accuracy' in Speedometers. July-86
Standards Set for Oil, Gas in Mobile Homes. July-86
*API to EPA: Why oil opposes stage 2 rules. Aug-72
*Panel eyes self-service, stage 2, pix. Aug-74
Mack makes variable-speed fans standard on 6-cylinder diesels. Aug-75
EPA plans tougher truck emission limits for 1979. Aug-75
OPW Div. to move to new plant by summertime, Aug-78
USCG proposes segregated ballast. Aug-78
Electronic computer rings bell. Sept-11
*PEI preview: hardware marketers are watching. Sept-83
OPW 'at Home' in New $4-million Plant, pix. Sept-88
Valvoline finds better way to seal lube cartons. Sept-88
How Gulf Canada moves tanks--by air, pic. Sept-90
Security Seminar for Marketers Set for Oct. 11. Sept-96
*How BP Denmark fought--and switched, pix. Oct-66
High-level alarm uses fiberoptics. Oct-69
Higher turbine fuel demand ups imports. Oct-69
Terminal group fights proposed oil-spill liability proposals. Oct-71
EPA's stage 1 rules create a new service with potential for equipment distributors, pic. Nov-60
EPA's stage 1 rules create a new service with potential for equipment distributors, pic. Nov-60

OPERATIONS & EQUIPMENT (Continued)
Now manifold in-ground vent lines may cause trouble. Nov-60
Mobil tank insulation returns 150% on investment, pic. Nov-61
What to stock to clean up spills. Nov-62
Quieter trucks coming by 1978; but they'll cost more. Nov-66
Trucker can now put records on microfilm. Nov-67
Recycling old pavement can save $300-million. Nov-67
Limousine flest boosts mileage with analyzer. Nov-68
EPA checks unleaded, finds 160 poor samples. Nov-68
Can your external floater buckle? Exxon R & E has the answer. Nov-67
Goulds pumps open facility in Oregon. Nov-68
O&E grapples with three vexing problems. Dec-40
Color code prototype for stations. Dec-40
Wastewater discharge. Dec-40
Metric conversion. Dec-40
Leaking Underground tanks. Dec-40
Harold Harris of Exxon reported that final results of a study on temperature compensation at service stations were scheduled to be announced in Nov., based on data from 4,600 vehicle re-fuelings at 56 test stations by 13 companies. Dec-42
W. W. Mahoney, API staff assistant for state relations, reported that 1976 was easier on the oil industry. Dec-42
In what's considered a significant and constructive move, San Diego County has asked an O&E task force to help modify test procedures for measuring emissions. Dec-42
C-E Elsco maps national expansion plans for 1977. Dec-42
United Technologies gets into engine research. Dec-42
OSHA board lifts $25 fine. Dec-42
Ashland to boost unleaded 'gas' output. Dec-42
Excise tax ends. Dec-42
PMEF study focuses on profitability. Dec-42
Antipollution valve set for tankers, barges. Dec-74

OPERATORS HEAT INC.
How Additives Help Save Operators Heat $65,000 Yearly. Sept-70

OPINION
NPNotes and Opinion. July-5
One Man's Opinion: Jobber Contracts Are 'Documents of Enslavement'. July-16
*Honesty Is No Substitute for Experience; Robert B. Greenes, Chairman, National Oil Jobbers Council. July-40
NPNotes and Opinion. Aug-5
'Greedy' oil companies, Aug-22
*Perils of a Drastic Lead Phasedown, pic. Aug-44
NPNotes and Opinion. Sept-7
'We have met the enemy and he is us'; William A. Johnson, Director of George Washington University's Energy Policy Research Project. pic. Sept-37
NPNotes and Opinion. Oct-5
*More vapor control cost relief needed; W. H. Quortrup, Quortrup Petroleum Products, pic. Oct-36
NPNotes and Opinion. Nov-5
*Beware of America's widening energy gap, pic. Nov-35
A far-reaching opinion survey indicates seven out of 10 people believe oil companies and Arab nations are the main causes of higher gasoline prices. Dec-11

ORGANIZATION OF PETROLEUM EXPORTING COUNTRIES
Foreign oil price hike coming. Sept-11

J. W. OWENS
Owens forms Specialist TBA Firm for Oil. Sept-117

PACIFIC OIL CONFERENCE
*Majors, independents debate the pros and cons of major direct marketing, pix. Dec-20

PACIFIC RESOURCES INC.
Now that it has disposed of its West Cost properties, Phillips Petroleum Wants to get out of Hawaii too. July-9

PACKAGING
Valvoline finds better way to seal lube cartons. Sept-88

AHLSTED PARK
Raise the Flag High, pic. July-18

PASCO INC.
On a 2 to 1 vote, Federal Trade Commission has okayed the proposed sale by Pasco Inc. of its Wyoming refinery and other petroleum-related facilities for $78-million. Aug-11

PASSTHROUGHS
*Supply/Price Uncertainties Intensify, charts. Aug-35
The passthrough box score, chart. Sept-33

TOM PATTON
*NOJC meeting: Dues fight looms, pix. Oct-29

PENNSYLVANIA CO.
Buyouts raise some eyebrows. Nov-10

PESTER CORP.
*Panel eyes self-service, stage 2, pix. Aug-74

PETROLEUM EQUIPMENT INSTITUTE (PEI)
*PEI preview: hardware marketers are watching. Sept-83
Vapor-recovery seminar. Nov-9
Business is good and getting better, say PEI members at recent meeting. Nov-24
William J. Mascott heads Petroleum Equipment Institute., pic. Nov-75
Vapor-recovery seminar. Dec-9

PETROLEUM HEAT & POWER
Kingston Oil Supply Corp., an Exxon jobbership in Port Ewen, N.Y., has granted Petroleum Heat & Power, Stamford, Conn., an option to purchase the family-owned business "under a complicated formula," both sides agreed. Aug-11
Reynolds, Tobacco Conglomerate, Acquires Petroleum Heat & Power. Sept-19-Regions

PETROLEUM MARKETING EDUCATION FOUNDATION
Petroleum Marketing Education Foundation has two new members. July-11
PMEF study focuses on profitability.Dec-42

PETROLEUM RESELLERS ASSN. OF AMERICA
Petroleum Resellers Assn. of America has been organized to give a "unified voice". Dec-11

PHILLIPS PETROLEUM CO.
Now that it has disposed of its West Coast properties, Phillips Petroleum wants to get out of Hawaii too. July-9
Phillips Sponsors Films. July-48
West Coast Marketing Changes. Aug-9
Former Phillips Jobbers Organize What Could Be Largest Independent in West. Sept-16-Regions
Present and past executives of Phillips Petroleum reacted with surprise and indignation at a federal indictment charging them and the company with allegedly concealing $3-million in corporate funds in Swiss bank accounts and secret headquarters cache. Oct-11
Phillips Petroleum's board has given its chief executive officer, chairman W. F. Martin, a vote of confidence despite his indictment on federal tax charges. Nov-11

PIPELINES
Crude Glut coming? July-15
Nine men have been arrested for tapping gasoline pipelines operated by Colonial and Plantation pipeline companies in the Southeast. Oct-11
Williams line upped. Oct-22-regions
Seaway Pipeline, owned by seven midwestern firms, has its 510-mile crude-oil pipeline from Freeport, Tex., to Cushing, Okla., in operation. Dec-11
SNG failure rule out in pipeline rate base. Dec-38

PIRELLI TIRE CORP.
Pirelli combines steel, nylon belts in radials. Dec-79

POLITICS
*Workshops show employees how to participate in politics, pic. Nov-82

POLLUTION
U.S. Supreme Court has agreed to decide whether Environmental Protection Agency can impose traffic-control plans on states whose programs fail to meet the agency's emissions control concepts. July-9

POLLUTION (Continued)
Petroleum refiners will have to make capital investments of nealry $6-billion between 1974 and 1983 to comply with Environmental Protection Agency's air and water-pollution regulations, according to an EPA-commissioned study. July-11
Environment Rules to Cost Refiners $6-Billion by '83. July-38
*Vapor Controls: Things May Get Better Before They Get Worse. July-53
Environmental Protection Agency says it has legal authority to regulate tanker emissions and, if warranted, prohibit construction of a proposed Standard of Ohio terminal in Southern California. Oct-11
Energy bills are down but not out. Nov-10
A California court of appeal has dismissed a $30-million class-action suit alleging that Standard of California's F-310 gasoline did little or nothing to reduce smog. Nov-11

POLY PRODUCTS, INC.
Belcher expands. Nov-24-Reg.

PORTAGE OIL CO.
More mergers and sellouts. Oct-22-Regions

POWERINE OIL CO.
Now that it has disposed of its West Coast properties, Phillips Petroleum wants to get out of Hawaii too. July-9
Powerine-Armour deal. July-15

PRESTOLITE
Prestolite launches 'low-maintenance' battery. Aug-89

PRICES, PRICING
7 Indicted as Gasoline Price-Fixers. July-10
Violations of Federal Energy Administration's allocation and pricing regulations are going to be dealt with more severely than in the past, July-11
'New Ideas' in Gasoline Marketing Sometimes Turn Out to Be 'Old Hat'. July-17-Regions
*Supply Crunch Spawns Allowances, pic. July-29
Distillate Decontrol Won't Hurt Price, Would Boost Competition, It's Said, pix. July-36

PRICES, PRICING (Continued)
Complex Functional Price Clauses May Be Bane of Dingell's Dealer Day Bill, pix. July-37
NPNotes and Opinion. Aug-5
Future Rack Pricing developments May be in Congress's Hands. Aug-12
*How Tosco Is Switching to Rack Pricing Or "Voluntary Divorcement'. Aug-22-Regions
Price Supports Return. Aug-29
*Supply/Price Uncertainties Intensify, charts. Aug-35
Foreign Oil Price Hike Coming. Sept-11
Fuel-oil trigger gets ayes and nays. Sept-12
Skyrocketing increases in automobile-operating costs can't be blamed on gasoline-price hikes, says Runzheimer & Co., automotive statistical consultants. Sept-13
Price moves forced back by plentiful summer supplies. Sept-33
Impact of gas price hike: Small. Sept-34
Functional pricing part of dealer-day bill will likely be dropped. Sept-36
Congress may extend freeze on domestic crude-oil prices. Sept-36
Make sure price is allocated among assets. Sept-123
Price war law suit. Oct-9
The last holiday weekend of the summer-Labor Day-found prices stabilized and supplies abundant. Oct-11
Reshaping of companies could put even more pressure on retail prices. Oct-24-Regions
FEA may change formula for pricing unleaded gasoline. Oct-34
Distillate supply ample but prices could rise, cartoon Oct-81
NPNotes and Opinion. Nov-5
*Some markets are starting to itch from rash of new pricing plans. Nov-17-Reg.
Will Citgo and Exxon pricing moves ignite gallonage war? Nov-32
Spreads are spreading. Dec-9
Rack-pricing dilemma. Dec-9
A far-reaching opinion survey indicates seven out of 10 people believe oil companies and Arab nations are the main causes of higher gasoline prices. Dec-11
*Why do gasoline prices in Phoenix die at the bottom and stay there? pix. Dec-14-Reg.
*Lookahead for Marketers, graphs. Dec-45
Competition, prices, receivables to strain fuel-oil profits. Dec-49

PRODUCTION
Oil Companies may soon have to disclsoe their vital statistics on oil and gas reserves, net production, and their total number of wells. July-11

PUROLATOR
California Service Station Assn. is offering Purolator private-label "group 7" oil and air filters at "rack prices" delivered to paid-up members anywhere in the state. July-11
Purolator Filter Lays Plans for Expansion, Sept-117

JACK QUARLES
New independent formed. Nov-15-Reg.

W. H. QUORTRUP
*More vapor control cost relief needed; W. H. Quortrup, Quortrup Petroleum Products pic. Oct-36

MALCOLM L. RATHGEN
Visitors from around the world attend oil meetings, pix. Nov-75

JOSEPH REESE
*How a simple program gives marketer an edge in home market; George De Vita, Mitchell-Supreme Fuel Co., East Orange, New Jersey, pic. Sept-67

REFINING, REFINERIES
Sale of Atlantic Richfield's East Chicago refinery to CF Petroleum, a corporation owned by nine farm-supply cooperatives, for $80-million and other considerations has been completed. July-11

REFINING, REFINERIES (Continued)
Environment Rules to Cost Refiners $6-Billion by '83. July-38
Small Refiner Entitlements Change: The Meaning. July-39
Hudson Deal Looking Better. Aug-9
New Refinery for Virgin Islands. Aug-9
Farmland Industries' refining subsidiary CRA Inc., plans to expand the Coffeyville, Kans., refinery from 47,000 b/d to 62,500 b/d by using several major components purchased from Cities Service's Idle East Chicago plant. Aug-11
On a 2 to 1 vote, Federal Trade Commission has okayed the proposed sale by Pasco Inc. of its Wyoming refinery and other petroleum-related facilities for 478-million. Aug-11
*Exxon Will Soon Have Another 250,000 b/d Capacity at Baytown. Aug-28-Regions
Carter & Schuler Associates, San Francisco, and Independent Refining Corp., Houston, have purchased Allied Chemical Corp's 9,400 b/d refinery at Winnie, Tex., and related facilities, for $20-million. Sept-13
Hudson gets Cushing refinery. Oct-9
Hudson Holdup. Nov-9
*Marathon's new Ecol refinery: Will it stiffen competition?, pic. Nov-31
As part of its deal to buy Jidland Cooperatives' 19,000 b/d refinery at Cushing, Okla., Hudson Oil wants Federal Energy Administration to reclassify it as a "small refiner.' Dec-11
Ashland Oil says it will expand its 136,000 b/d refinery at Catlettsburg, Ky. Dec-11
Black fuel-oil marketer's refinery dream is still alive, pic. Dec-20-Reg.

REGIONS - EAST
Not Every Self-Serve Station Necessarily Makes the Grade. July-18
Raise the Flag High, pic. July-18
Two Majors Sell Distillate Operations In Key Markets to New Jersey Jobber, pic. Aug-26
Reynolds, Tobacco Conglomerate, Acquires Petroleum Heat & Power. Sept-19
*Hidden station doubles gallonage of street-level forerunner, pix. Oct-14-Regions
Exxon station at Montauk battens down when Hurricane Belle threatens, pix. Oct-16-Regions

REGIONS - EAST (Continued)
Another Sun sale. Oct-16-Regions
New Jersey distillate marketers plan campaign to cope with inland oil spills, pic. Nov-16-Reg.
Seeing the light. Nov-16-Reg.
Antitrust suit. Nov-16-Reg.
Rhode Island: pacesetter. Nov-17-Reg.
Three long-time Northeast jobbers sell gasoline/distillate businesses. Dec-18-Reg.
Environmental Protection Agency's State 1 vapor-recovery rules explained. Dec-18-Reg.

REGIONS - MIDWEST
One Man's Opinion: Jobber Contracts Are 'Documents of Enslavement'. July-16
Subjobber dissatisfaction. July-16
Self-Serve in Illinois? July-16
CENEX sales up. July-16
Jobber ranks increase. July-16
Co-ops Still At It. July-16
Buying Land in Iowa. July-17
Stamps at Truckstops. July-17
*Jobbers Vacillate Over What Stand To Take on Divestiture, Decontrol. Aug-21
Bicentennial Salute, pic. Aug-22
'Greedy' oil companies, Aug-22
Michigan Woos Lawmakers. Aug-22
Market Conditions Are Normal Since Onset of Controls: All Fouled Up. Sept-17
Conoco sale. Sept-18
Martin Oil on market? Sept-19
*Missouri jobbers express some reservations about decontrol. Oct-20-Regions
More mergers and sellouts. Oct-22-Regions
Williams line upped. Oct-22-Regions
With self-serve just around the corner, some Ohio marketers are jumpy. Nov-18-Reg.
'Cash-flow' problems. Nov-20-Reg.
*Tire stores help two Nebraskans battle shrinking fuel margins, pix. Dec-16-Reg.

REGIONS - SOUTHEAST
Belcher Oil Moves Into Georgia and South Carolina with Savannah Terminal. July-18
Association Fined. July-20
Divorcement Hit. July-20
'*Starvin Marvin!' Convenience Stores Feed Globe Oil Outlets Well, pix. Aug-20
Ashland changes stations. Aug-20

REGIONS

Southeast

Billboard Boosts Conservation, pic. Aug 21
Anti-oil bills die. Aug-21
Retail 'gas' emphasized. Aug-21
Jobber Gets in Fighting Trim by Cutting Small Deliveries, Accounts, Bulk Plants; Sept-22
North Carolina Trucks Wear Bicentennial Garb, pix. Sept-26
Brutus's fame spreads. Sept-26
Recycling bill introduced. Sept-26
*Earl Barringer, veteran North Carolina marketers, is self-service 'convert', pic. Oct-16-Regions
Belcher adds storage. Oct-20-Regions
Gulf signs agreement. Oct-20-Regions
Swann Oil buys company. Oct-20-Regions
Carolina jobber prefers 'Mom and Pop' stores to 'Cornfield' self-serves, pic. Nov-20-Regions
Belcher expands. Nov-24-Regions
Black fuel-oil marketer's refinery dream is still alive, pic. Dec-20-Regions

Southwest

'New Ideas' in Gasoline Marketing Sometimes Turn Out to Be 'Old Hat'. July-17
*Exxon Will Soon Have Another 250,000 b/d Capacity at Baytown. Aug-28
Price Supports Return. Aug-29
Summer's margins dash high hopes that buoyed marketers last spring. Sept-20
Unleaded 'conversions'. Sept-21
Lawsuits plague suppliers. Sept-22
Closed Shell Station Becomes a C-Store/Self-Serve, pic. Sept-22
Reshaping of companies could put even more pressure on retail prices. Oct-24-Regions
*Some markets are starting to itch from rash of new pricing plans. Nov-17-Regions
Sigmor nears 500-million. Nov-18-Regions
Lubes are pushed. Nov-18-Regions
Arkansas conversions. Nov-18-Regions
*Alaskan oil will help supply outlook but problems remain. Dec-15-Regions

REGIONS (Continued)

West

*What Shell Is Finding Out About Docutel at Stations and a Car Wash, pix. July-14
Station Sales Zoom. July-15
UCO suit dismissed. July-15
Sunland Refining Corp. and World Oil are now located under one roof. July-15
Crude Glut coming? July-15
Jobbers Seek Exemption. July-15
Powerine-Armour deal. July-15
Station Number Fall. July-15
*How Tosco Is Switching to Rack Pricing Or 'Voluntary Divorcement'. Aug-22
Former Phillips Jobbers Organize What Could Be Largest Independent in West. Sept-16
Chevron dealer can wash any kind of vehicle at his two adjacent wash stations, pix. Sept-16
Northwest oil-heat industry watches for possible resumption of energy war. Oct-22-Regions
Shell switches to lessee operation, pic. Nov-14-Regions
UCO Tank Lines quits. Nov-14-Regions
New independent formed. Nov-15-Regions
Tosco profits. Nov-15-Regions
Trade law booted. Nov-15-Regions
Arizona files oil suit. Nov-15-Regions
Gasoline pumps increase. Nov-15-Regions
*Why do gasoline prices in Phoenix die at the bottom and stay there?, pix. Dec-14-Regions

REGULATIONS

Battle Brewing Over Carrier Deregulation. July-39
Government Rules Cost GM $1.3-Billion in 1974. July-84
*How Court Decisions Affect Energy Rules. July-89

RESEARCH
United Technologies gets into engine research. Dec-42

RESEARCH FUELS INC.
Buyouts raise some eyebrows. Nov-10

R. J. REYNOLDS INDUSTRIES
Reynolds, Tobacco Conglomerate, Acquires Petroleum Heat & Power. Sept-19

RUNZHEIMER & CO.
Skyrocketing increases in automobile-operating costs can't be blamed on gasoline-price hikes, says Runzheimer & Co., automotive statistical consultants. Sept-13

DOLPH RUSCHHAUPT
*How to Build a $120,000 self-serve; Dolph Ruschhaupt, California-Fresno Oil, Fresno, Calif., pix. Aug-71

S.O.S. PETROLEUM CORP.
Special builds business. Aug-66

STP CORP.
New Motor Oil Offered. July-48
STP Corp., which already has made a name for itself with its oil and gasoline additives and filters, is going after the specialty products market in its commercial-industrial field. Aug-11
New diesel engine oil. Aug-53
STP markets double oil filter termed unique. Aug-89

SANBORN OIL CO.
Not Every Self-Serve Station Necessarily Makes the Grade. July-18-Regions

W. A. SANDRI INC.
Sunmark Industries has sold 34 outlets in Vermont and New Hampshire to W. A. Sandri Inc., Greenfield Mass., for an undisclosed sum. Sept-13

J. B. SAUNDERS
Saunders Biography Out. Sept-62

SAVORY OIL CO.
Chevron Oil has bought Savory Oil, Vestal, N. Y., a 15 to 16-million gal. jobbership it has been supplying for the past several years. Aug-11

SEAWAY PIPELINE
Seaway Pipeline, owned by seven mid-western firms, has its 510-mile crude-oil pipeline from Freeport, Tex., to Cushing, Okla., in operation. Dec-11

ALLAN SEDGWICK
Texaco's western region changes command, pic. Sept-126

SELF-SERVICE
Denver, Colo.'s town council, by a 7 to 5 vote, has finally authorized self-service gasoline marketing within city limits. July-11
Self-Serve in Illinois? July-16
Not Every Self-Serve Station Necessarily Makes the Grade. July-18
Association Fined. July-20-Regions
*How The Magic Of Self-Serve Cost-Cutting Works, pix., chart. July-57
NPNotes and Opinion. Aug-5
Self-Serves Are Bay Work Leaders. Aug-10
*How to build a $120,000 self-serve; Dolph Ruschhaupt, California-Fresno Oil, Fresno, Calif., pix. Aug-71
*Panel eyes self-service, stage 2, pix. Aug-74
Self-service donnybrook. Sept-11
Indiana's fire marshal has started rigid enforcement of regulations which require retail gasoline stations to have an employee on hand whose sole responsibility is supervision of gasoline sales. Sept-13
Closed Shell Station Becomes a C-Store/Self-Serve, pic. Sept-22-Regions

SELF-SERVICE
*C-stores/self-serves: a present remedy for a low-margin future?, pix. Sept-75
*Earl Barringer, veteran North Carolina marketer, is self-service 'convert', pic. Oct-16-Regions
*Car service is here to stay: How self serve can help, pix., graph, charts, cartoon. Oct-44
How Amoco combines self-serve and automotive service, pic. Oct-47
How total self-serve didn't work for an Arco service dealer, pic. Oct-48
Convenience store or supermarket?, pix. Oct-60
*C-Stores/Self-Serves: Is there something there for you?, pix. Oct-77
With self-serve just around the corner, some Ohio marketers are jumpy. Nov-18-Reg.
Caroline jobber prefers 'Mom and Pop' stores to 'Cornfield' self-serves, pic. Nov-20-Regions
*Add a self-serve to your bulk plant; Dan Martin, Martin Oil, Fresno, Calif., pix. Nov-56
USA Petroleum, Santa Monica, Calif., is building a self-serve gasoline station on Oahu, the first of five or six planned for the Hawaiian Islands. Dec-11
Truckstop Bonanzas: Trading stamps and self-serve motor fuels. Dec-12
How Dutch jobber runs self-serves and car washes, pix. Dec-71

SERVICE STATIONS
Now that it has disposed of its West Coast properties, Phillips Petroleum wants to get out of Hawaii too. July-9
Station Sales Zoom. July-15
Station Number Fall. July-15
Buying Land in Iowa. July-17
Phillips Sponsors Films. July-48
Amoco, OSHA Disagree on What's a Station, pic. July-54
Ashland changes stations. Aug-20-Regions
API Report: Fewer Stations Are Being Closed. chart. Aug-36

SERVICE STATIONS (Continued)
*New Anco campaign seeks answer: Can Stations win back lost sales?, pic. Aug-86
Drive-off problems increase. Sept-11
Vanishing service stations. Sept-11
Reversing nonservice trend. Sept-11
Sunmark Industries has sold 34 outlets in Vermont and New Hampshire to W. A. Sandri Inc., Greenfield, Mass. for an undisclosed sun. Sept-13
Closed Shell Station Becomes a C-Store/Self-Serve, pic. Sept-22-Regions
Split island service said to cost more. Sept-33
Station repair business could be hurt by Senate failure to block provision. Sept-36
*Talks with marketing execs point up wide range of uncertainties. Sept-56
*Service 'packages' keep bays busy. Sept-58
"I don't know how the misunderstanding between our communications department and your people occurred, but a fairly significant one is apparent on page 29 of the July issue... Charles J. Luellen, Group Vice President, Ashland Petroleum Co. Sept-90
Security Seminar for Marketers Set for Oct. 11. Sept-96
Static-electricity was blamed for two explosions that levelled a service station in Gadsden, Ala., causing extensive damage in the neighborhood, and taking the lives of three firemen. Oct-11
*Hidden station doubles gallonage of street-level forerunner, pix. Oct-14-Regions
Exxon station at Montauk battens down when Hurricane Belle threatens, pix. Oct-16-Regions
There are still more "deaths" than "births" in the U.S. service-station population, according to American Petroleum Institute. And while the death rate is slowing down, the birth rate is picking up a little. Oct-11

SERVICE STATION (Continued)
Bill could hurt repair work at service stations. Oct-34
*Car Service is here to stay: How self-serve can help, pix, graph, charts, cartoon. Oct-44
A court suit has been filed by 17 gasoline-station operators in northern New Jersey to block Cities Service from converting their outlets to pumpers and doing away with service bays. Nov-11
Gasoline pumps increase. Nov-15-Reg.
Seeing the light. Nov-16-Reg.
Rental rebates. Dec-9
Color code prototype for stations. Dec-40

SS - RENTS
Rentboosts for Exxon retailers. Oct-9

SERVICE STATION TRUCK STOPS
*Profit-Sharing Profits Truckstops; Elroy Hefner. Coleridge, Neb., pic. July-47
Truckstop bonanzas: Trading stamps and self-serve motor fuels. Dec-12

SHELL LONDON
Shell Crude for Hudson? Sept-11

SHELL OIL CO.
*What Shell Is Finding Out About Docutel at Stations and a Car Wash, pix. July-14-Regions
Shell Scallops Its Image With New Hard Lines. Aug-38
Closed Shell Station Becomes a C-Store/Self-Serve. pic. Sept-22
Shell wins "Emmy' award. Sept-62
*Shell's Auto Care Plan: It's Different and Could Work, pic. Sept-128
R.I. legal challenge. Nov-9
Shell switches to lessee operation.Nov-14-Reg.

SHORTAGES
Industries look to oil as gas supply fades. Sept-64
Red Alert for Unleaded Gasoline. Sept-11
Federal Energy Administration has given Congress a copy of its "contingency conservation plan" for use during future shortage crises. Nov-11
The specter of a worldwide oil shortage is scare talk, says Robert D. Lynch, VP of Nation Oil Fuel Institute. Dec-11

SIGMOR CORP.
Sigmor nears 500-million. Nov-18-Reg.

SINCLAIR OIL CORP.
On a 2 to 1 vote, Federal Trade Commission has okayed the proposed sale by Pasco Inc. of its Wyoming refinery and other petroleum-related facilities for $78-million. Aug-11

FORD SMITH
Young jobber brings TOMA much experience, pic. Aug-81

SOCIETY OF INDEPENDENT GASOLINE MARKETERS OF AMERICA (SIGMA)
*Atlanta Meetings: Unrest Surfaces at API/NOJC/Sigma. July-30
Sigma: What You Think You Want to Hear Isn't Always That Trenchant. July-33
Sigma Award, pic. July-91

SOLAR HEAT
*Solar System by 1978? pic. Aug-60
Solar energy is on the way, but will it be economic? Aug-60
Plan to develop solar-heat standards. Sept-64
Exxon Corp. is contributing $50,000 to a New England Fuel Institute program to help set up a vocational-type training school for the use of solar heat as an adjunct to oil heat. Oct-11
*What Ne-fi sees in solar energy, pix. Oct-80

SOONER OIL CO. OF TEXAS
*Jobber looks to computer for success in salary operations. pic. Sept-54

SOUTH JERSEY FUEL INC.
Two independent fuel-oil firms are disappearing from the scene. Dec-11
Three long-time Northeast jobbers sell gasoline/distillate businesses. Dec-18-Reg.

SOUTHERN PETROLEUM CO.
Belcher expands. Nov-24-Reg.

SPAN OIL
Buyouts raise some eyebrows. Nov-10

GUY J. SPENCER
Jobber Gets in Fighting Trim by Cutting Small Deliveries, Accounts, Bulk Plants. Sept-22-Regions.

STANDARD OIL CO. OF CALIFORNIA
Chevron Now Umbrella for Six Firms. Sept-34
Socal's service ads ring a public bell, cartoon. Oct-49
A California court of appeal has dismissed a 430-million class-action suit alleging that Standard of California's F-310 gasoline did little or nothing to reduce smog. Nov-11
*How fledgling Chevron U.S.A. was hatched, pix. Nov-29

STANDARD OIL CO. OF KENTUCKY
Kyso tests C-store marketing, pic. Aug-64

STANDARD OIL CO. OF OHIO
Sohio gives trees. Aug-66
Courtesy Fleet Expanded. Aug-66
Basketball clinics. Sept-62
Getty Oil says it will fight a Federal Energy Administration claim that it overcharged Standard of Ohio 434.8-million in an international swap of crude. Oct-11
Mobil promotes Butler. Dec-9

STARVIN MARVIN
'*Starvin Marvin!' Convenience Stores Feed Globe Oil Outlets Well, pix. Aug-20-Regions

SOREL STEYN
Visitors from around the world attend oil meetings, pix. Nov-75

STOP-N-GO FOODS INC.
Sun and Stop-N-Go Boards Approve Merger, pic. Aug-66

STORAGE TANKS
How gulf Canada moves tanks--by air, pic. Sept-90
Belcher adds storage. Oct-20-Regions
*Do Storage tanks qualify for tax credit? Nov-74
Mobil tank insulation returns 150% on investment, pic. Nov-61
Can your external floater buckle? Exxon R & E has the answer. Nov-67
O & E grapples with three vexing problems. Dec-40
Leaking Underground tanks. Dec-40

J. D. STREETT & CO.
Buyouts raise some eyebrows. Nov-10

SUN DISTRIBUTORS INC.
Sun Distributors Inc., a subsidiary of Sun Oil, has purchased Walter Norris Corp. Oct-11

SUN OIL INC.
Sun and Stop-N-Go Boards Approve Merger, pic. Aug-66
Another Sun sale. Oct-16-Regions

SUNLAND REFINING CORP.
Sunland Refining Corp. and World Oil are now located under one roof. July-15

SUNMARK INDUSTRIES
Sunmark Industries has sold 34 outlets in Vermont and New Hampshire to W. A. Sandri Inc., Greenfield, Mass. for an undisclosed sum. Sept-13
Sunmark steps out. Oct-9
Sunmark revamps TBA to promote efficiency, lower costs. Nov-80

SUPPLY & DEMAND
'Gas' Demand to peak in '80. July-9
One Man's Opinion: Jobber Contracts Are 'Documents of Enslavement'. July-16-Regions
*Supply Crunch Spawns Allowances, pic. July-29
*Supply/Price Uncertainties Intensify, charts. Aug-35
Price moves forced back by plentiful summer supplies. Sept-33
Industries look to oil as gas supply fades. Sept-64
Jet-fuel demand to soar skyhigh. Oct-9
The last holiday weekend of the summer-Labor Day foundprices stabilized and supplies abundant. Oct-11
Distillate supply ample but prices could rise, cartoon. Oct-81
Supplies will be adequate for fuel-oil market growth, pix. Nov-33
*Alaskan oil will help supply outlook but problems remain. Dec-15-Reg.

SURVEYS
PMEF study focuses on profitability. Dec-42

SYNTHETIC GAS
ERDA puts $15-million into Syngas facility. Nov-51

SWANN OIL CO.
Swann Oil buys company. Oct-20-Regions

TANKERS
USCG proposes segregated ballast. Aug-78
Environmental Protection Agency says it has legal authority to regulate tanker emissions and, if warranted, prohibit construction of a proposed Standard of Ohio terminal in Southern California. Oct-11
Antipollution valve set for tankers, barges. Dec-74

TAXES
Senate Finance committee's recent proposal to allow refundable tax credits up to $1,000 for electric-heat pump installations in existing homes drew a sharp blast recently from National Oil-Fuel Institute's Robert D. Lynch. Aug-11
Congress considers estate-tax chanbes. Aug-80
Can your children by your partners? Aug-80
Tougher Taxes for Big Oil. Sept-11
Watch how much you deduct. Sept-124
Make Sure You Keep Entertainment Records. Sept-124
You Can't Deduct Tax Penalties. Sept-124
You Can Get A Tax Credit For Non-Highway 'Gas'. Sept-124
Making Wife Homeowner Has Tax Advantages. Sept-124
Comprehensive Manual Gives Tax Guidance. Sept-124
Tax Break Dead for Upgrading Oil Burners. Oct-34
*Avoid accumulated earnings tax pitfalls. Oct-74
File return late? You may not be penalized. Nov-74
Save money, postpone tax on E bonds. Nov-74
Cosmetic surgery now is deductible expense. Nov-74
*Do storage tanks qualify for tax credit? Nov-74
Excise tax ends. Dec-74

TEMPERATURE COMPENSATION
Harold Harris of Exxon reported that final results of a study on temperature compensation at service stations were scheduled to be announced in Nov., based on data from 4,600 vehicle refuelings at 56 test stations by 13 companies. Dec-42

TENNESSEE OIL MEN'S ASSN.
Young jobber brings TOMA much experience. pic. Aug-81

TERMCO, INC.
Belcher expands. Nov-24-Reg.

TEXACO INC.
Mobil Bumps Texaco as No. 2. Aug-9
A curious news release from Texaco raises a question of whether the nation's No. 2 company does--or does not--have faith in a future for oil heat. Aug-11
Bicentennial Atlas Offered. Sept-62
Texaco's western region changes command, pic. Sept-126
Another buyout for Texaco? Nov-9
Texaco makes another cut, 1,150 jobs may vanish. Dec-10
Two independent fuel-oil firms are disappearing from the scene. Dec-11

THE WAY I SEE IT
*Honesty Is No Substitute for Experience; Robert B. Greenes, Chairman, National Oil Jobber Council. July-40
*Perils of a Drastic Lead Phasedown, pic. Aug-44
'We have met the enemy and he is us'; William A. Johnson, Director of George Washington University's Energy Policy Research Project. pic. Sept-37
*More vapor control cost relief needed; W. H. Quortrup, Quortrup Petroleum Products, pic. Oct-36
*Beware of America's widening energy gap, pic. Nov-35

TIE-INS
Tie-in agreement signed. Oct-60

TRAVIS THOMPSON
Texaco's western region changes command, pic. Sept-126

TIDEWATER OIL CO.
West Coast Marketing Changes. Aug-9

TIRES, BATTERIES & ACCESSORIES
*Why Be Optimistic About Station TBA? pix., charts, July-94
Bandag Promotes Public Acceptance of Retreds. July-96
Gould Predicts 1980 Battery Market. July-96
Survey Shows Big Need For Engine Maintenance, pic. July-96
MPG Race Will Expand Auto Service Business. July-97
41 States Now Ban Bald Tires, chart. July-97
WD Group Reports Swift Expansion. July-97
*How Beacon Oil runs circles around auto-supply wholesalers. pix. Aug-84
TBAtruck: A transportation must. Aug-84
*New anco campaign seeks answer: Can station win back lost sales? pic. Aug-86
Prestolite launches 'low-maintenance' battery. Aug-89
STP markets double oil filter termed unique. Aug-89
*Talks with marketing execs point up wide range of uncertainties. Sept-56
Owens Forms Specialist TBA Firm for Oil. Sept-117
Purolator Filter Lays Plans for Expansion. Sept-117
*Shell's Auto Care Plan: It's Different and Could Work, pic. Sept-128
Are oil companies on a new downward trend in automotive battery sales? chart. Sept-130
Traditional Channels Show Strength in Shocks, Sept-130
Tire makers lose one. Oct-9
Maintenance-Free Batteries in 1980. Oct-9
Snow tires may be problems. Oct-9
Spare tires out? Nov-9
*Can cooperative TBA efforts help pep up Sagging station share? pix. Nov-78
Sunmark revamps TBA to promote efficiency, lower costs. Nov-80
Metric tires in the works. Dec-9
*Tire stores help two Nebraskans battle shrinking fuel margins, pix. Dec-16-Reg.
TBA market share can grow, but station closing a threat Dec-48
*MF battery free-for-all: Something for you? chart. Dec-52
Fleet of clinic vans. Dec-79

TIRES, BATTERIES & ACCESSORIES (Continued)
Metric tires, 60-psi spare in the works. Dec-79
Pirelli combines steel, nylon belts in radials. Dec-79
Old tires used as base for paving composition. Dec-79

TOSCO CORP.
West Coast Marketing Changes. Aug-9
*How Tosco Is Switching to Rack Pricing Or 'Voluntary Divorcement'. Aug-22
Shareholders of The Oil Shale Corp., Los Angeles, have authorized the company to shorten its name to Tosco Corp. Sept-13
Tosco profits. Nov-15-Reg.

TRADING STAMPS
Stamps at Truckstops. July-17-Regions
*Competition fosters trading stamp revival, drawing. Nov-69
Truckstop Bonanzas: Trading stamps and self-serve motor fuels. Dec-12

TRANSPORTATION
New Exemptions Made for Some Intrastate Drivers. July-84
TBAtruck: A transportation must. Aug-84
*How to squeeze more out of your truck fleet, pic., chart. Nov-54
Trucker can now put records on microfilm. Nov-67
A University of California study has concluded that San Francisco's $1.6-Billion commuter railroad system is not luring people away from their cars. Dec-11

TRENDS TO WATCH
NOJC's Old Fuel Oil-Gasoline Problem Still Simmer Underneath. July-12
Future Rack Pricing Developments May be in Congress's Hands. Aug-12
Saturation of C-Stores is putting pressure on gasoline margins. Sept-14
When Decontrol comes, what changes are in the wind? Oct-12
Convenience Stores find gasoline good for the bottom line. Nov-12

TRENDS TO WATCH (Continued)
Truckstop bonanzas: Trading stamps and self-serve motor fuels. Dec-12

SHELLY TRIMBLE
Intermountain Oil Marketers head covers area by air, pic. Oct-75

TRUCKS, TRUCKING
Mack makes variable-speed fans standard on 6-cylinder diesels. Aug-75
EPA plans tougher truck emission limits for 1979. Aug-75
North Carolina Trucks Wear Bicentennial Garb, pix. Sept-26
*How to squeeze more out of your truck fleet, pix., chart. Nov-52
Quieter trucks coming by 1978; but they'll cost more. Nov-66
Trucker can now put records on microfilm. Nov-67

TURBINE FUEL
Higher turbine fuel demand ups imports. Oct-69

UCO OIL CO.
UCO suit dismissed. July-15

UCO TANK LINES
UCO Tank Lines quits. Nov-14-Reg.

U.S. CIRCUIT COURT OF APPEALS
Tire makers lose one. Oct-9

USA PETROLEUM
USA Petroleum, Santa Monica, Calif., is building a self-serve gasoline station on Oahu, the first of five or six planned for the Hawaiian Islands. Dec-11

USCG
USCG proposes segregated ballast. Aug-78

US SUPREME COURT
U.S. Supreme Court has agreed to decide whether Environmental Protection Agency can impose traffic-control plans on states whose programs fail to meet the agency's emission-control concepts. July-9
Though it is meaningless now, except for the legal principle involved, U.S. Supreme Court recently upheld the authority of the President to impose import fees on crude-oil. Aug-11
What Two Supreme Court Setbacks Mean to Oil Industry. Aug-41

UNDERGROUND SEEPAGE
*Vapor Controls: Things May Get Better Before They Get Worse. July-53

UNION OIL OF CALIFORNIA
Ad Features 'Monopoly'. July-48
U.S. System Explained. Aug-66

UNITED OIL CO.
Two Majors Sell Distillate Operations In Key Markets to New Jersey Jobber, pic. Aug-26-Regions

UNITED TECHNOLOGIES
United Technologies gets into engine Research. Dec-42

UTILITIES
FPC wants utilities' reports on spending. Sept-64
How a jobber gets utility business, pic. Nov-51

VALLEY PETROLEUM CO.
Maxey Grossenbacher, Phillips jobber in Texas's Rio Grande Valley, has purchased Valley Petroleum Co., another Phillips jobber in the same area. Sept-13

MATHIEU E. VALLIERE
How a jobber gets utility business, pic. Nov-51

VALUE OIL
Major oil-company executives were excited recently over the display advertisements in "The New York Times" of a small New Jersey jobber, Value Oil. Sept-13

VALVOLINE OIL CO.
'How to' booklet issued. Sept-62
Valvoline finds better way to seal lube cartons. Sept-88

VAPOR RECOVERY
ESPA: Jobbers Hear Encouraging News as Well as Some Bleak, pix. July-20
*Vapor Controls: Things May Get Better Before They Get Worse. July-53
*API to EPA: Why oil opposes stage 2 rules. Aug-72
*Panel eyes self-service, stage 2, pix. Aug-74
EPA seeks authority to standardize on fillpipes as vapor-recovery rule. Sept-34
*More vapor control cost relief needed; W.H. Quortrup Quortrup Petroleum Products, pic. Oct-36
Vapor-recovery seminar. Nov-9
EPA's stage 1 rules create a new service with potential for equipment distributors, pic. Nov-60
Now manifold in-ground vent lines may cause trouble. Nov-60
Vapor-recovery seminar. Dec-9
EPA unveils its new stage 2 rules. Dec-10
Environmental Protection Agency's Stage 1 vapor-recovery rules explained. Dec-18-Reg.
O&E grapples with three vexing problems. Dec-40
In what's considered a significant and constructive move, San Diego County has asked an O&E task force to help modify test procedures for measuring emissions. Dec-42

VEEDER-ROOT
Electronic computer rings bell. Sept-11

VIRGIN ISLANDS REFINERY CORP.
New Refinery for Virgin Islands. Aug-9

CHARLES WALLACE
Black fuel-oil marketer's refinery dream is still alive, pic. Dec-20-Reg.

WASHINGTON
Energy/Conservation: There's Room for Jobbers. July-38
Environment Rules to Cost Refiners $6-Billion by '83. July-38
Small Refiner Entitlements Change: The Meaning. July-39
Battle Brewing Over Carrier Deregulation. July-39
*Distillate Decontrol: Harbinger for Gasoline by End of Year? pix. Aug-38
*Bayh's Divestiture Bill May Not Come to Actual Vote, pix. Aug-39
What Two Supreme Court Setbacks Mean to Oil Industry. Aug-41
FEA's Life Is Extended, but Much if Its Vitality Is Sapped, pic. Aug-42
Public Opinion Shifting on Divestiture. Sept-34
EPA seeks authority to standardize on fillpipes as vapor-recovery rule. Sept-35
EPA sets Oct. 1 for resumption of its lead phaseout schedule. Sept-36
Station repair business could be hurt by Senate failure to block provision. Sept-36
Functional pricing part of dealer-day bill will likely be dropped. Sept-36
Congress may extend freeze on domestic crude-oil prices. Sept-36
Dealer-protection bill fades. Oct-10
Two familiar faces have moved into new surroundings in Washington. Oct-11
*FEA extension broadens jobber protection, pic. Oct-31
*Majors gain rights in dealer bill, jobbers claim losses. Oct-32
Elections won't hurt, may help oil's pull Congress. Oct-33
Vertical Divestiture Issue Is Dead for This year. Oct-33
Tax Break Dead for Upgrading Oil Burners. Oct-34
FEA announces final plan for distillate set-aside. Oct-34
Bill could hurt repair work at service stations. Oct-34
FEA may change formula for pricing unleaded gasoline. Oct-34
Energy bills are down but not out. Nov-10
*Dealer Day bill dies; another in January? Nov-32
EPA extends it lead-phasedown deadline. Nov-34

WASHINGTON (Continued)
'Gas' decontrol hope dies with Congressional recess. Nov-34

WASTE OIL
Recycling plan sponsored. Oct-60
Delaware environmental officials have proposed regulations to prohibit the burning of waste oil in industrial burners. Nov-11

WASTEWATER
Wastewater discharge. Dec-40
O&E grapples with three vexing problems. Dec-40

WESTERN OIL-INDUSTRY TBA GROUP
*Why Be Optimistic About Station TBA? pix., charts. July-94

WHITCO, INC.
Lawsuits plague suppliers. Sept-22-Regions

L.T. WHITE
*L.T. White, jobber booster, elected, pic. Aug-76

ROBERT WHITEHEAD
Oil Broker Goes to Jail for Fraud. Aug-10

ALTON W. WHITEHOUSE
Mobil promotes Butler. Dec-9

WILLIAMS PIPELINE CO.
Williams line upped. Oct-22-Regions

WOMEN
*How major-company marketing ranks are opening to women, pix. Oct-50
BP Canada's first woman DSM is 'splendid', pix. Oct-52

WORLD OIL CO.
Sunland Refining Corp. and World Oil are now located under one roof. July-15-Regions

ERIC ZAUSNER
Two familiar faces have moved into new surroundings in Washington. Oct-11